TRADE AND INDUSTRY

18 November 1971 Volume 5 No 7 10p

British Trade Drive in Southern Germany 1972-73

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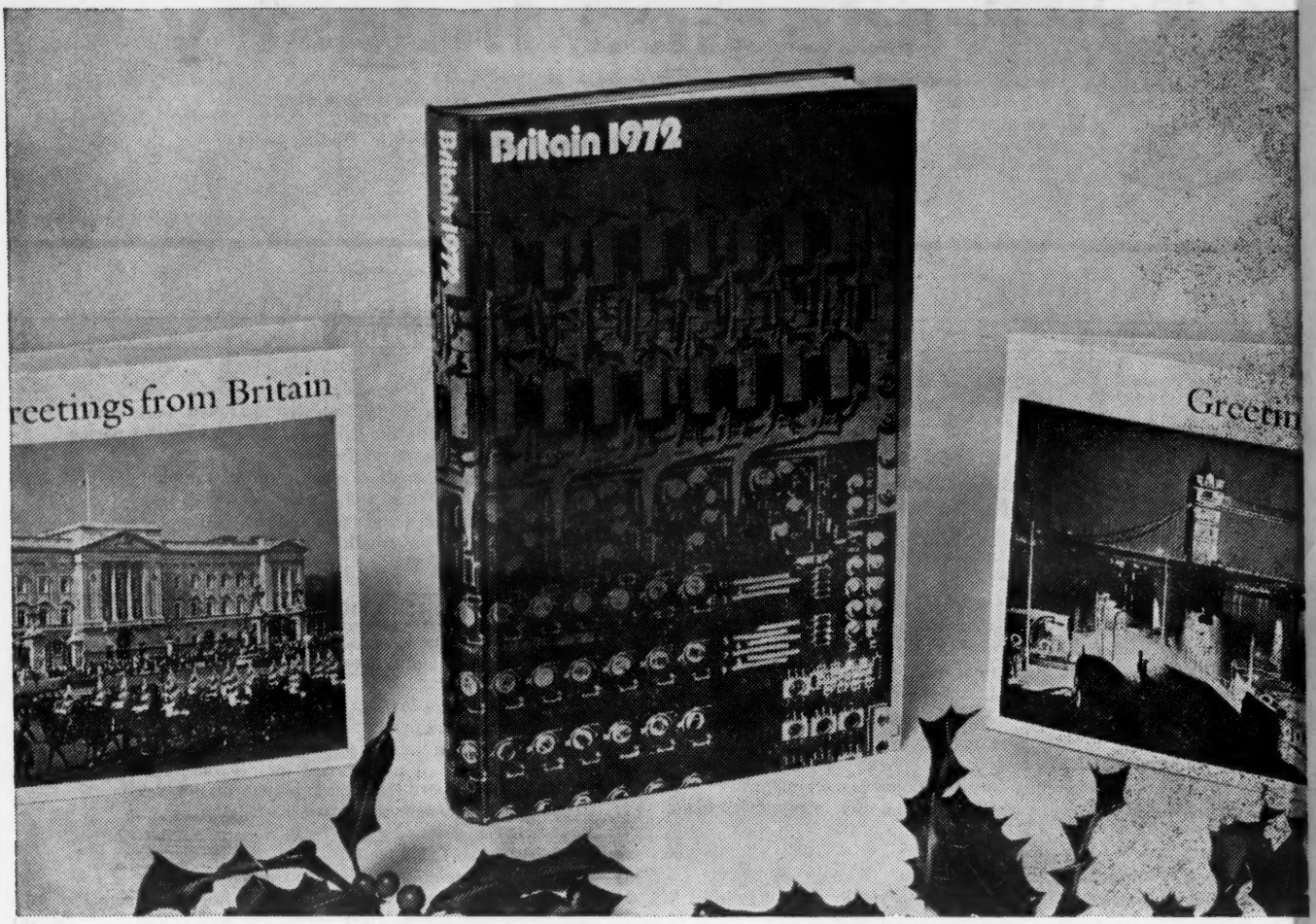

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TRADE PROMOTION IN GERMANY 2.

British Trade Drive in South Germany, 1972-73

by Commercial Relations and Exports Division, Department of Trade and Industry

The Department of Trade and Industry has announced in outline the plans for a Trade Drive in South Germany in 1972-73. This article describes those plans and explains the thinking behind them.

As a preamble to this article readers are invited to re-read the following two articles which appeared in the *Board of Trade Journal* last year, the contents of which are equally valid today. These are (i) Baden-Württemberg; a market within a market, published in the *Board of Trade Journal* issue of March 4, 1970: (ii) the Market for British Goods in Bavaria published in the *Board of Trade Journal* issue of March 18, 1970. A limited number of reprints have been made and copies are available on request from the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, SW1.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will deal with the United States.

Background

IT is now a well-known fact that Germany is the United Kingdom's largest world export market after the United States. In 1970 UK exports to Germany totalled £503 million and are likely to be well up on that figure this year. As a very general pointer to those types of goods in which the UK is doing best in the German market it is encouraging to note that the fastest growing sectors are exports of all types of machinery and transport equipment—which in 1970 accounted for about 40 per cent of total UK exports to Germany.

Equally it is well known that the UK has long established trade ties with Northern Germany and that British industry is relatively well placed to sell in that part of the German market. It is not so widely appreciated that Germany is a highly regionalised market which cannot be exploited properly on the basis of operations in the North alone. In particular that to overcome German domestic competition and the strong French and American influences in South Germany a separate marketing effort is necessary. It may be partly for this reason that British firms have tended to neglect the South German market. For example in 1970 only 12 per cent of the businessmen calling on the British Embassy and Consulates-General in Germany went to the Posts at Stuttgart and Munich. In any event there is a very great ignorance among South German buyers about what British industry is able to supply.

The seriousness of this situation is underlined by the relative importance of Bavaria and Baden-Württemberg in the Federal Germany economy. They are respectively the first and third largest of the 10 Länder and together account for approximately 32 per cent of the population of the Federal Republic. Moreover, German statistics in 1970 showing direct imports into individual Länder indicate that combined imports of

FIG.1. GROSS DOMESTIC PRODUCTS OF THE GERMAN LÄNDER (FEDERAL STATES).

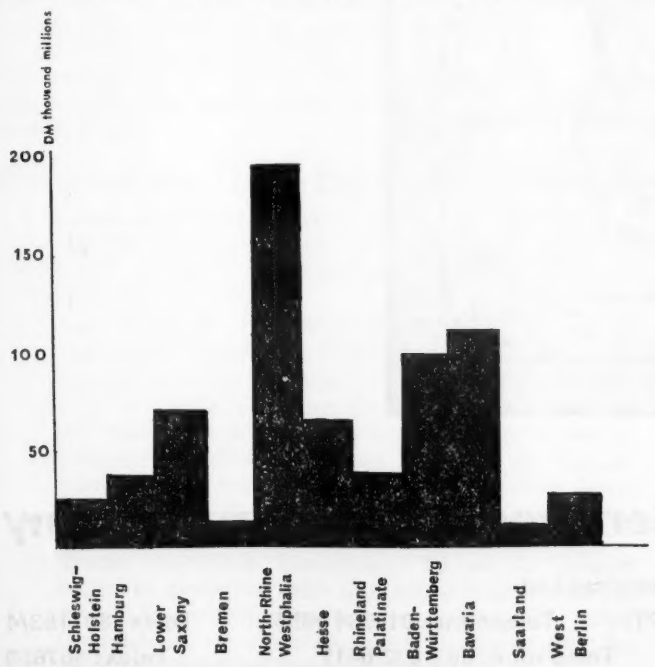
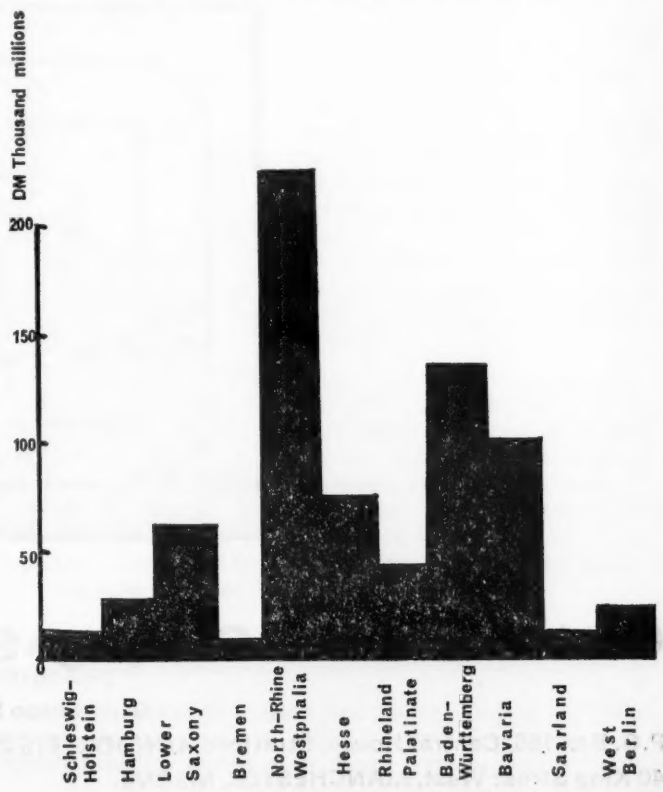


FIG. 2. INDUSTRIAL INVESTMENT IN THE GERMAN FEDERAL REPUBLIC (1969)

NB. Only businesses with more than 50 employees are included



BRITISH TRADE DRIVE IN SOUTH GERMANY

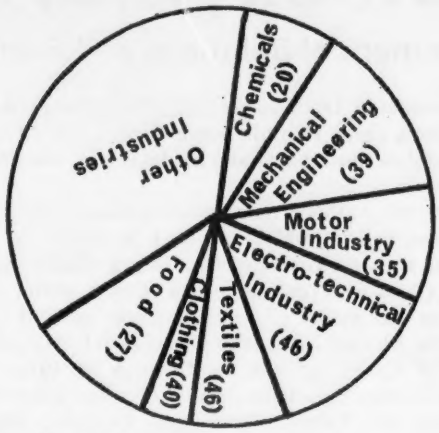
continued

wholly manufactured goods into Bavaria and Baden-Württemberg from all foreign sources at DM16,807 million, actually exceed similar imports into North Rhine Westphalia at DM16,550 million. Figures 1 and 2 illustrate better than words can the economic importance of Bavaria and Baden-Württemberg. It is particularly significant that the rate of growth per head of domestic product in these two Länder in the last decade has been very high—and much higher than the average for the Federal Republic as a whole. Additionally the economic fortunes of these areas has been less affected by down-swings in the activity of the Federal Republic as a whole than other Länder.

The South German Trade Drive announced by the Department of Trade and Industry is planned to assist industry achieve a greater penetration of the South German market. Unlike the successful recent British Trade Week in Hamburg the philosophy is not one of 'building on success' but 'breaking of new ground'. For this reason the sustained effort needed to make the Trade Drive a success will make large demands both on the resources of the Department of Trade and Industry and the commercial services of the Consulates-General in South Germany and on those firms taking part. Although undoubtedly a very great market potential exists for certain sectors of British industry in South Germany it is important that firms seeking to exploit this potential draw up carefully planned marketing strategies.

FIG. 3. TABLE OF RELATIVE IMPORTANCE OF MAJOR INDUSTRIES IN THE ECONOMY OF BADEN-WÜRTTEMBERG AND BAVARIA-BASED ON TURNOVER

Figures in brackets show percentage turnover of each industry compared with national turnover of industry.



Targets for the Drive

The relative importance of the major industries in the economy of Bavaria and Baden-Württemberg is illustrated in Figure 3. It is basic to the effectiveness of the Drive that the resources employed should be concentrated on promoting those types of goods which on the one hand offer the best sales prospects to British exporters and on the other are manufactured by firms interested in making use of the promotion to

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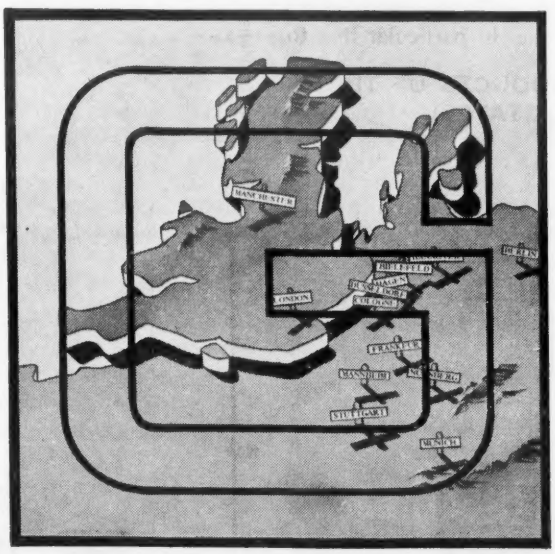

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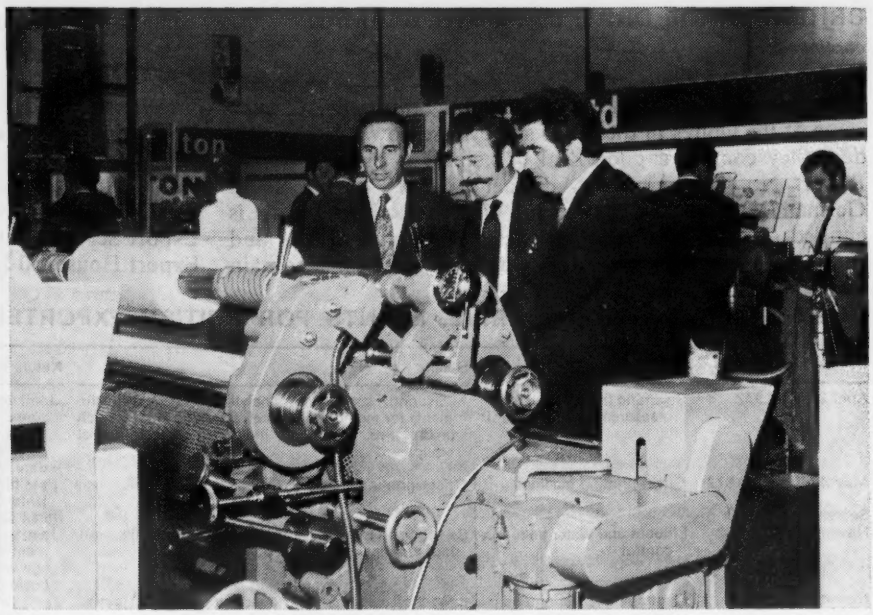

Trade fairs in Germany are highly regarded and will be an important feature of the British Trade Drive in South Germany. These photographs were taken during the recent Dusseldorf Plastics Exhibition (Kunststoffe 71). Picture on the left shows Herr Dr. D. K. Rohwedder (second from left), Under-Secretary of the West German Federal Ministry of Economics and Finance, during his visit to the British joint venture stand. Picture on the right shows visitors to the exhibition watching a demonstration of equipment made by C. A. Hamden Ltd.

increase sales. With this first condition in mind the Consulates-General in Munich and Stuttgart drew up a first list of targets for the Drive based on the local knowledge of the commercial officers operating in South Germany. In doing so it was decided that the main emphasis of the Drive should be on capital goods since the best opportunities for doing increased business were in this sector. Subsequently these targets were discussed with industry—both with individual firms and trade associations. A list of targets which resulted from the discussions is shown on page 342. Fact sheets giving a brief summary of the market conditions in South Germany for each target (with the exception of production control) were published through the Export Intelligence Service on September 28 and copies of these targets can be obtained from Export Services Division at the address given at the end of this article.

Although the main emphasis of the Drive will be on capital goods there will be retail promotions in Stuttgart and Munich and consumer goods will be promoted at trade fairs and by missions. This activity apart from promoting increased sales of consumer goods will serve to underline British interest in the region. Details of the consumer goods promotions will be published later.

Shape of the Trade Drive

A wide range of promotional techniques will be employed during the Drive to promote sales of the capital goods targets. The keynote is flexibility and in particular assistance will be available in the form of:

(*a*) Joint Ventures: Trade fairs in Germany offer manufacturers a unique shop window not only for selling in the German market but also to third countries. Trade fairs in South Germany are becoming increasingly important and some indeed are now international in character—eg Electronica and Analytica in Munich. Joint ventures participation in these and other South German fairs will be supported by the Department of Trade and Industry during the Drive.

(*b*) Special All-British Exhibitions: To enable German buyers in specialised fields to examine what Britain can supply. Preliminary plans in the case of two of the target commodities are currently under discussion with the industries concerned (see table below).

(*c*) Technological Seminar/Symposia: Will be used as a vehicle to promote technical development of some British industries by means of lectures supported by full audio-visual and simultaneous translation to specialist audiences. Depending on the approval of the industry concerned these seminars may be accompanied by modest exhibitions to back up the message of the lecture.

(*d*) Inward Missions: Plans are being made to invite large numbers of South German buyers of the targeted capital goods to the UK to meet British exporters in their offices and factories. In part this effort will also be directed towards persuading these buyers to attend UK Trade Fairs.

(*e*) Outward Missions: The Department is prepared to consider assistance for outward missions to South Germany for the duration of the Trade Drive.

(*f*) Consultancy Service: Members of the British Trade Council in Germany have collectively a great deal of first-hand experience of operating in Germany and are prepared to give practical business advice to firms with specific problems in mind.

(*g*) Market Research: The Department of Trade and Industry are prepared to consider requests from trade associations or individual firms for financing research into individual targeted items.

An outline of the promotional possibilities being discussed with industry is shown in tabular form below. The Trade Drive will we hope provide a basis on which individual firms will decide to undertake their own promotions and advertising or improve their marketing arrangements in South Germany. For example some firms have staged elsewhere successful travelling exhibitions; and activity of this kind against the background of Trade Drive activity may pay dividends in the far-flung centres of South Germany.

Information on the South German market

Apart from the fact sheets and the two Board of Trade articles mentioned above, BNEC commissioned two professional market surveys of the South German market for its

(*continued on next page*)

BRITISH TRADE DRIVE IN SOUTH GERMANY

continued

1970 International Marketing Course in Stuttgart. Although some of the figures in these two surveys are now a little out of date they contain a good deal of helpful marketing advice. Report No. 1 is entitled 'A General Survey of the South German Market' and is Free of Charge: Report No. 2 is entitled 'A Study of the Marketing of Capital Goods and Industrial Components in South Germany', cost £5. To obtain copies of these reports please write to the address given below.

Action

Suggestions for ways in which the official services can best help British exporters during the Trade Drive and for further promotional ideas would be welcome by the Department of Trade and Industry. The person to write to with proposals or for information about the Trade Drive is J. F. C. Ketchell, Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU.

SOUTH GERMAN TRADE DRIVE. EVENTS FOR BRITISH EXPORTERS

Dates	Target	Details	Nature of promotion	Place
April 25-28, 1972	Scientific instruments for measurement and control	Measuring, controlling, analytical and test instruments for medical, chemical, scientific and research laboratories. Associated industrial process control equipment	Joint venture with the Scientific Instrument Manufacturers Association at ANALYTICA (International Trade Exhibition and Congress for Bio-chemical Analysis) with possible British Day (J.V. cut-off date now past)	Munich
May 26-June 8, 1972	Offset printing machinery	Offset printing machines for printers and publishers	Possible special south German visitors days at DRUPA (International Printing Machinery Exhibition)	Dusseldorf
September 1972			Retail promotions—details as yet not decided	Stuttgart
November 3-9, 1972	Effluent and water pollution control	Sewage and industrial effluent control plant, filtration, measuring and drying equipment	Joint venture with the British Water and Effluent Treatment Plant Association at IFAT (International Sewage and Refuse Engineering Exhibition and Symposium) with possible British Day	Munich
November 23-29, 1972	Electronic measuring and testing instruments. Electronic components	Integrated circuits, semi-conductors, relays, printed circuits, servos and synchros, etc., component modules such as stabilised power supplies, ac/dc converters and components, amplifiers, digital voltmeters, oscillographs, counters, recorders, signal generators	Joint venture with the Electronic Components Board at ELECTRONICA (International Trade Fair for production in the Electronic industry) with possible British Day	Munich
November 13-18, 1972	Hydraulic, pneumatic, fluidic systems	Complete hydraulic, pneumatic, fluidic, batching mixing, and process control systems for food, chemical, pharmaceutical and textile industries	Possible special south German visitors days at the Zurich Hydraulics and Pneumatic Exhibitions	Zurich
Autumn 1972—Spring 1973	Textile machinery	Flat and circular knitting machines and hosiery machines	Possible inward mission from south Germany	
March 19-April 2, 1973	Machine tools	Numerical and standard machine tools for the Machinery, electro-technical, metal working and wood working industries	Probable all-British exhibition organised in conjunction with the Machine Tool Trades Association	Stuttgart
1972/73	Production control	Use of digital computers and data loggers in production and process control	Possible inward mission from south Germany	Munich, Stuttgart
February/March 1973	Packaging machinery	Tabletting machines, shrink and blister wrapping of dairy products and boxng (ie carton machines)	Probable Technological Symposium organised with the Institute of Packaging	
March 1973	Hydraulic, pneumatic and fluidic systems	Complete hydraulic, pneumatic, fluidic, batching, mixing and process control systems for food, chemical, pharmaceutical and textile industries	Possible joint venture at the exhibition accompanying the 6th International Conference on fluid sealing and a proposed British Day preceding the Conference for an all-British Symposium on fluid power applications	Munich
March 1973	Clean air equipment	Chemical effluent and gas scrubbers, air purification for gas firing, heating equipment, nuclear and industrial waste	Possible joint venture at INTHERM (International Trade Fair for Oil and Gas Heating)	Stuttgart
May 1973	Scientific instruments for measurement and control	Measuring, controlling, analytical and test instruments for medical, chemical, scientific and research laboratories. Associated industrial process control equipment	Possible joint venture at DIAGNOSTICA (International Exhibition and Congress on Diagnostics)	Munich
May 10-16, 1973	Packaging machinery	Tabletting machines, shrink and blister wrapping of dairy products and boxing (ie carton machines)	Joint venture with the Institute of Packaging at INTERPACK (International Fair of Packaging Materials and Confectionery Materials) with possible special south German visitors days	Dusseldorf
June 4-9, 1973	Clean air equipment	Chemical effluent and gas scrubbers, air purification for gas firing, heating equipment, nuclear and industrial waste	Joint venture with the National Society for Clean Air at ENVITEK (International Exhibition and Congress for Environmental Protection and Environmental Technique) with possible special south German visitors days	Dusseldorf
June 20-27, 1973	Scientific instruments for measurement and control	Measuring, controlling, analytical and test instruments for medical, chemical, scientific and research laboratories. Associated industrial process control equipment	Joint ventures with British Chemical Plant Manufacturers Association, Scientific Instrument Manufacturers Association, British Laboratory Ware Association at ACHEMA (International Chemical Engineering Congress and Exhibition) with possible special south German visitors days	Frankfurt
Autumn 1973			Retail promotions—details as yet not decided	Munich

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Transitional arrangements for industrial tariffs on joining the EEC

TRANSITIONAL arrangements for industrial tariffs are described in paragraphs 77-80 of the White Paper 'The United Kingdom and the European Communities'. The following notes explain in greater detail how these arrangements will work. They do not cover agriculture or countries which either have or are expected to have special arrangements with the EEC.

Under the arrangements negotiated with the EEC all import duties between ourselves and the Six will be eliminated by five equal cuts over a period of 4½ years.

Secondly, our duties on imports from countries which do not belong to the enlarged EEC or do not have special arrangements with it will be adjusted by stages until they are the same as those of the Community. These adjustments will also be completed 4½ years after we join, but will be made in four stages beginning one year after our accession. Special arrangements have been negotiated for certain industrial materials of particular importance to British industry and about 90 per cent of these will still be imported duty free (see page 166, *Trade and Industry*, July 29, 1971).

Eliminating duties between the UK and the Six

Assuming the United Kingdom formally accedes to the Community on January 1, 1973, the UK tariff on imports from the Six—and the CET as applied to imports form the UK—will be reduced progressively and eliminated on July 1, 1977. Three years after entry the duty levied by the Six on imports from the UK will have been cut by 80 per cent giving British exporters almost duty-free entry to this large and rapidly growing market. The time-table for these reductions is shown below:

	Tariffs between the UK and the Six	
	Reduced by %	Cumulative reduction %
*April 1, 1973	20	20
January 1, 1974	20	40
January 1, 1975	20	60
January 1, 1976	20	80
July 1, 1977	20	100

* July 1, 1973, in the case of certain goods on which margins of preference are guaranteed under Trade Agreements with Commonwealth Countries.

For example if on January 1, 1972, the UK tariff on a particular commodity is 15 per cent and the CET on the same commodity is 10 per cent both rates will be reduced by five equal cuts of 20 per cent as follows:

	UK Tariff on imports from Six %	Duty levied by the Six on imports from the UK %
January 1, 1972	15 (basic duty)	10 (CET)
reduced on the dates below to:		
April 1, 1973	12	8
January 1, 1974	9	6
January 1, 1975	6	4
January 1, 1976	3	2
July 1, 1977	Nil	Nil

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry*:

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy: August 19.
Information and advice on the EEC available from the Department of Trade and Industry: September 2.
Common commercial policy of the EEC: September 9.
Technology and the Community: September 16.
Fair competition in the Community: September 30.
Regional policy and the Community: the Community's concern with regional problems: October 21.
Selling to the Common Market: prepare now for Britain's entry: November 4.

Adopting the CET

The UK will adopt the CET in four stages. In general, the CET is rather lower than our tariff so the movement will tend to be downward. Where the UK tariff is lower than the CET the movement will of course be upward. For imports from countries which at present have no preferential position in the UK market, our adoption of the CET will in many cases involve only relatively minor adjustments to existing rates. Countries currently enjoying free or preferential entry to the UK will continue to do so for one year after our accession.

The difference between the UK tariff and the CET will be reduced to nil as follows:

	Difference between UK Tariff and CET reduced by %	Cumulative reduction %
January 1, 1974	40	40
January 1, 1975	20	60
January 1, 1976	20	80
July 1, 1977	20	100

For example again assuming that the UK tariff is 15 per cent and the CET is 10 per cent, the difference to be eliminated by July 1977 is 5 per cent and will be achieved thus:

	UK tariff %	CET %	Difference between UK tariff and CET %
January 1, 1972	15 (basic duty)	10	5
Reduced on the dates below to:			
January 1, 1974	13	10	3
January 1, 1975	12	10	2
January 1, 1976	11	10	1
July 1, 1977	10	10	nil

BRITAIN AND THE EEC
continued

However, for the countries which now enjoy free entry for their exports to the UK market, the CET will be reached in four stages as shown below (except as already noted for certain industrial materials).

	UK tariff %	CET %	Difference between UK tariff and CET %
January 1, 1972 (basic duty)	nil	10	10
Raised on the following dates to:			
January 1, 1974	4	10	6
January 1, 1975	6	10	4
January 1, 1976	8	10	2
July 1, 1977	10	10	nil

Details of current overseas tariff, import licencing and customs regulations can be obtained from the DTI's Export Data Branch, Tariff Section at Export House, 50 Ludgate Hill, London EC4M 7HU. Tel: 01-248 5757, ext. 7174 (for EEC), 288 and 7175 (for Benelux), 423 (for France), 466 (for Germany) and 467 (for Italy). Information is also held in this Section on trade agreements and on any other legislation of the Community and of its member states which may affect British exports. Any of these extensions can also give the appropriate Tariff Section extension for inquiries about current tariffs etc. of other overseas countries which may be required in order to examine the likely effects of the enlargement of the Community on UK exports.

Information about the proposed transitional arrangements for tariffs, if we join the EEC, can be obtained from the DTI's Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH. Tel: 01-222 7877, ext. 3070. When making inquiries about particular commodities please quote the relevant Brussels Nomenclature classification. If not already known this can be obtained from HM Customs and Excise, King's Beam House, Mark Lane, EC3. Tel: 01-626 1515.

For general information about EEC matters please contact the DTI's EEC/EFTA Information Unit, 1 Victoria Street, London SW1H 0ET. (Tel: 01-222 7877, ext. 3579 or 2479.)

EFTA and EEC: statement by Mr. Rippon

In a statement to the House of Commons on November 11, Mr. Geoffrey Rippon, Chancellor of the Duchy of Lancaster, spoke about the meeting of the European Free Trade Association in Geneva on November 4 and 5, and his meeting with the European Community in Brussels on November 9.

Mr. Rippon said that in Geneva, Ministers had unanimously expressed the hope that negotiations between the Communities and the non-candidate members of EFTA would start soon and be pressed forward as rapidly as possible. They had reaffirmed their strong interest that the agreements reached should safeguard, in conformity with the GATT, the free trade already established in EFTA.

'For our part we informed our EFTA partners that, in accordance with our obligations under the EFTA Convention, we would be giving notice on December 31, 1971, of our withdrawal from EFTA to take effect from December 31, 1972'.*

Mr. Rippon went on to say that in Brussels there had been encouraging progress on a number of points.

'First of all, in regard to the Channel Islands and the Isle of Man, I am glad to be able to report that in accordance with our requests the Community have agreed to offer the Islands free trade in industrial goods within the Common External Tariff and free trade in agricultural products. In their proposal to us the Community have set out what will apply to the Islands; the rest of the provisions of the Treaty and regulations will not. This safeguards the Islands fiscal position. Most important of all, the Community's proposals would in no way affect the Islands constitutional relationship with the United Kingdom. I believe that these proposals offer a fair deal for the Islands, and I shall be prepared to commend them to the Island Authorities when I see them shortly.

'Next we reached agreement on the transition period of two years for which we had asked for the application to our export credit policies of the appropriate Community directive.

'I raised again the position which the enlarged Community should adopt towards Papua and New Guinea, which, because of their constitutional position, cannot be associated with the Community. The Community have been examining this, and I am confident that they will be able to respond very soon.

'I now come to the issue which took up most of the time of the meeting, namely the Common Fisheries Policy. As the House knows the Community have fully recognised the need for changes, and have acknowledged that the new policy must establish a satisfactory overall balance of advantage for all member countries, new and old.

'In an attempt to secure this the Community made some new proposals. As regards access they suggested an initial period of five years, during which everyone would be free to reserve access to fishing grounds within six-mile limits; a further period of five years during which this could be continued with the approval of the enlarged Community; and, even after 10 years, provision for exceptional treatment in areas where the local population was mainly dependent upon fishing. The Community suggested for certain strictly limited geographical areas such as the Orkneys and Shetland Isles a special regime to which a 12 mile limit would apply.

'While welcoming this move as a genuine attempt towards a solution I made it clear that it was inadequate both as regards time and access. On time I said that however long the initial period there must be arrangements on a continuing basis subject to review. On access, whilst /accepting the case for special treatment for areas where fishing was virtually the only means of livelihood, I explained that this did not go far enough. We had to recognise the needs of all areas where fisheries were of substantial economic and social importance to the stability and development of particular regions and where stocks were already fully exploited by the fishermen traditionally fishing there.

'We also discussed the application of the Community's marketing arrangements for fish. Here I was able to welcome their readiness to examine various adjustments which we have requested, and in particular to consider variations in withdrawal prices, improved arrangements for producer organisations, and provision for the marketing of frozen fish.

'In view of the complexity of the issues and the interests of the other candidate countries, we were not able to reach agreement on this occasion. Nevertheless the Community, recognising the need for an early settlement, have agreed that we should hold a special Ministerial meeting on November 29. In the meantime the Commission have been asked to consult officials from the candidate countries, and report further.

'Finally we reviewed the progress made in drafting the Treaty of Accession to the European Communities, and agreed that we should aim to sign the Treaty in the week before Christmas.'

(*Discussion following Mr. Rippon's statement is given in* Hansard *of November* 11, *cols.* 1240-1247)

* See *Trade and Industry* of November 11, for full text of the EFTA Ministerial Communique.

MIDDLE EAST MARKETS—5

Algeria—a vast construction site

by S. Relton, lately First Secretary (Commercial), British Embassy, Algiers

ALGERIA is a country in rapid transition. Ten years ago it was still a French colony in the throes of a struggle for independence. There were few Algerians in positions of power or responsibility and the economy was complementary to the French—importing consumer goods, exporting agricultural produce and raw materials. But the seeds of change were already germinating. Oil had been discovered in 1952 and a plan of industrialisation —'The Constantine Plan'—had been launched, but the economy was dominated by the large-scale producers of wine and citrus, and there was widespread unemployment in the towns and under-employment in the countryside. The improvement in preventive medicine and control of major diseases had permitted a fast growth of population (3.2 per cent annual net increase).

Today the scene is quite different. The French 'colons' have gone and their property taken over by the State. A revolutionary government is building a state-dominated economy. It has launched an ambitious four-year plan intended to be the first of a series. The objective is the total transformation of Algerian society: to build a socialist community based on modern industry.

There is no time to waste. The Algerian population is one of the youngest in the world and among the fastest growing. As the White Queen said, they have to run fast to stay in the same place and to get anywhere else they have to run twice as fast. The Algerians are running very fast indeed; many of their critics say it is too fast and they are bound to trip up. Key executives are working inhuman hours; the machinery of government is under strain; the balance-of-payments situation, consistently favourable until the plan got under way, has deteriorated and 'luxury' imports, foreign travel, etc have been severely curtailed. There are frequently difficulties in obtaining payments on time.

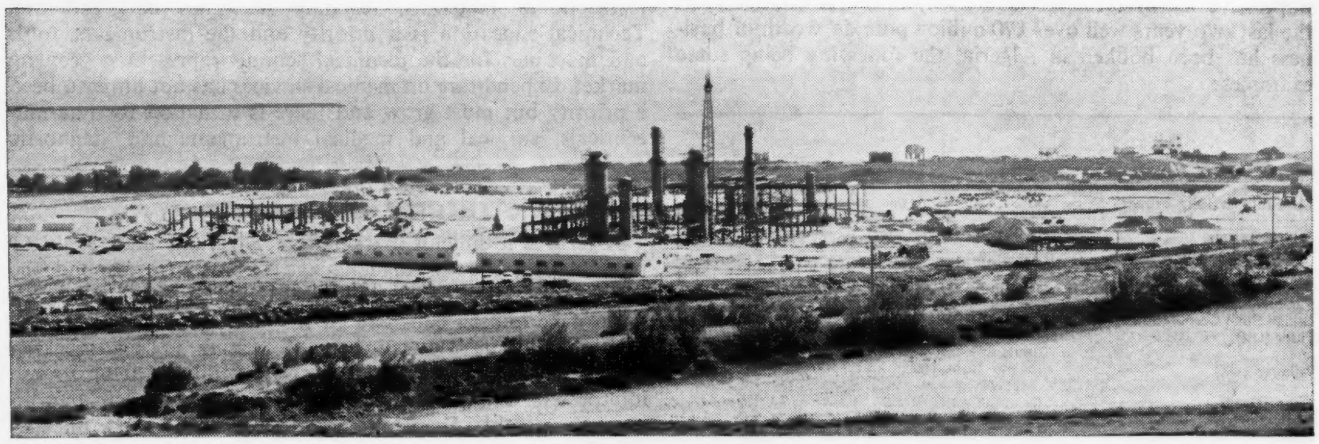
But Algeria has a number of assets which other developing countries lack; current oil production is about 48 million tons a year and there are vast reserves of natural gas; Algeria has a stable government which preaches revolution abroad but practises conservative financial policies at home; she has a young population thirsty for education and technical training and a team of dedicated managers and planners at the top comparable in intelligence and drive to any in the world.

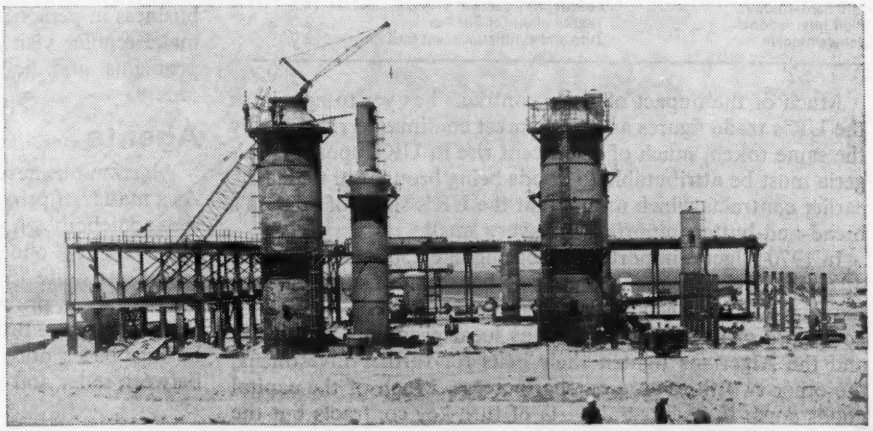
(*continued on next page*)

MIDDLE EAST MARKETS

Previous articles in this series were published in the following issues of *Trade and Industry:*

Kuwait—a backdrop to business: September 9
Iran—land of a famous past and a brilliant future: September 23
Lebanon—gateway to the Middle East: October 7
Sixty reasons for exporting to Israel: October 28.





Views of the Liquid Petroleum Gas separation plant and terminal which CJB Ltd. are building for SONATRACH, the Algerian State oil and gas organisation, at Arzew. SONATRACH, who either own or control all oil and gas production, transport and distribution within Algeria, have enabled the hydrocarbons industry to become the base on which almost the whole of the country's industrialisation programme is built. The revenue obtained from oil and gas is re-invested into industrial and educational projects. It is expected that, during the next two years, £380 million will be invested in the hydrocarbons industry, generating about £600 million for investment into other industry.

ALGERIA—A VAST CONSTRUCTION SITE
continued

The broad strategy is simple, even if its execution is not. It is to use the income generated by oil and gas to invest in industry and education. The first plan (1970-1973) has emphasised the hydrocarbons industry itself as the main money-spinner and huge investments are going into the expansion of oil production the production of natural gas for sale to the United States, liquid petroleum gas and petrochemicals. Foreign oil companies have been taken over and the whole industry is controlled by the Algerian state oil company SONATRACH, who own or control production, transport and distribution within the country.

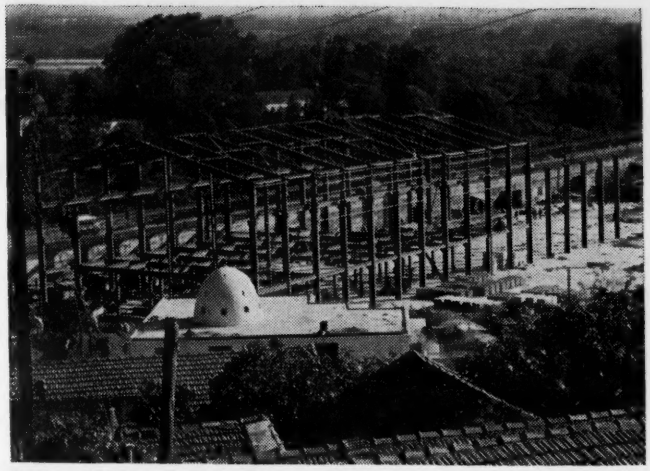
But the fever of investment is widespread; steel, mining, electro-mechanical and mechanical engineering, chemicals, food, textiles, leather, construction materials, In all about £600 million will go into industry by 1973 besides the £380 million destined for hydrocarbons. The Algerians say with justifiable pride that the whole country is now one vast construction site.

The United Kingdom came late on the scene, partly because of political problems (there were no diplomatic relations between 1965 and 1968), partly because of the language barrier but mostly because we were slow to realise the profound change which Algeria was undergoing. Our exports to Algeria have risen very strongly in recent years (1969—£3.5 million for the whole year; 1971—£2.2 million *a month*) but these figures look more impressive than they really are. We still have less than 5 per cent of the market yet over 80 per cent of Algeria's imports come from the West. A lion's share of this still goes to the French but the Algerians make no secret of their determination to reduce their dependence on France both for exports and imports and they are tearing up their vineyards to prove it. Our share of the market is only half that of Italy, a third that of West Germany and the USA. There is, therefore, plenty to go for yet. In spite of our late start we have chalked up a fairly impressive list of successes in the way of major contracts. In the last two years well over £70 million pounds' worth of business has been booked in Algeria, the following being some examples:

		UK contract value £ million
Constructors John Brown	Liquid petroleum gas terminal at Arzew	7.0
British Oxygen	Oxygen plant for steel works at Annaba	0.5
Bertram/GEC/Mowlem Consortium	Paper mill at Souk Ahras	6.0
Parsons and Whittemore Lyddon	Paper mill at El Harrach	5.8
British Steel Corporation	Steel pipe	4.5
Fluor (UK)	Two liquid petroleum gas recovery units at Hassi Messaoud	7.0
Willbros (UK)	Pipeline from Hassi Messaoud to Arzew	7.3
Capper-Neill	Storage tanks at Arzew	1.5
Chemico (UK)	Sulphuric acid plant at Ghazaouet	1.0
Humphreys and Glasgow	Methonal plant for Almer	2.8
John Brown Engineering	Gas turbines for Sonelgaz	6.3
Pritchard-Rhodes	Fourth gas liquefaction line at Skikda	14.2
Platt International	Textile plant for Sonitex	2.3
James Mackie	Jute and synthetics plant for Sonitex	2.0

Much of the impact of these contracts has yet to appear in the UK's trade figures and these must continue to rise. But by the same token, much of the recent rise in UK exports to Algeria must be attributable to goods being brought in under the earlier contracts which means that the UK's share of Algeria's bread-and-butter imports is still very small.

In 1970 Algeria imported something like £500 million worth of goods divided roughly in thirds between consumer goods, raw and semi-finished materials and capital goods. Consumer goods are on a declining curve as local production increases and the Algerians tighten their belts for further investment; the other two thirds are on the increase. Much of the capital goods come in as integral parts of turn-key contracts but the



Paper mill being built by Parsons Whittemore Lyddon for SONIC, the State paper organisation, at El Harrach

Algerians are important buyers of machine tools, factory equipment of all kinds, construction equipment, road building equipment and spare parts for their vehicles [park]. As industrialisation progresses so does the demand for energy and SONELGAZ, the Algerian state electrical and gas company, are investing large sums in new generating stations and the distribution of natural gas and electricity.

Raw and semi-finished materials for their factories will become increasingly important—kaolin and pulp, fine and heavy chemicals, plastics and plasticisers, chemical reagents and catalysts, natural and synthetic rubber, special steels, aluminium and other non-ferrous metals.

Education is the greatest growth industry of all in Algeria and the demand for it is insatiable; there is an acute shortage of teachers and teaching programmes and the Algerians need instructional materials, teaching machines and software. Technical education is a priority and the instruments, tools and machines for the technical schools represent a growing market. Expenditure on medical services has not hitherto been a priority but must grow and there is a market for pharmaceuticals, surgical and medical instruments and diagnostic equipment.

Market strategy

Algeria is a difficult market. Few Algerians understand or read English, The working language is French. Correspondence and literature in English is useless to the Algerian executive (even if he himself can read it, his staff cannot). Your competitors do him the courtesy of writing in his working language, you should do no less. He dislikes having to use interpreters and prefers talking directly to somebody who speaks execrable French to somebody who speaks impeccable English through an interpreter. Above all he prefers to do business in person: to export to this market it is essential to make regular visits. You must know your customer and his problems and he likes to know your face before placing orders.

Agents

Algerian business is now dominated by the State companies. As a matter of principle they dislike agents. An agent is in their eyes somebody who gets a commission unjustifiably. This does not mean that one can operate in Algeria without local representation: quite the contrary. Knowledge of the market, its difficulties, its problems and their solutions is more necessary than it ever was. But your man in Algeria must not be an agent; he must be a representative and business dealings must be direct between seller and buyer without intermediary.

(*continued at foot of next page*)

Industrial prospects are bright, says Mr. John Davies

THE opportunities for growth and the resources to back up expansion are available to UK industry now, Mr. John Davies, Secretary of State for Trade and Industry told the Institution of Mechanical Engineers in London on November 11.

'The industrial prospects are bright,' said Mr. Davies. 'As always it will be those who spot and react to these opportunities first who will reap the main benefit.

'Armed with confidence—without which the least achievement becomes precarious and doubtful—industry can be expected to respond with a healthy upsurge in their approach to their businesses, notably in the field of investment and, inescapably, in their level of employment.

'Industrial confidence is a state of mind achieved by managements when, in analysing the principal factors affecting their performance, they can in balance see evidence of favourable conditions enhancing their own efforts. The principal factors in it must embrace:

'Faith in the technical qualities of their product or service; knowledge that their manufacturing or process capacity—and particularly that of their work force—is efficient and competitive; assurance that the market for their product is growing and that growth looks like being maintained; access to the resources needed to extend, develop, and modernise their means of production and distribution.

'What is the outlook on these four key factors?

Inventiveness

'First: technical quality, and here I confidently believe that British industry has the mastery of a wider range of capacities than any industrial nation of comparable size. In the very wide field of design and development the inventiveness and ingenuity of our people—and not least your profession—has equipped us with a range of industrial goods and services fully able to afford us an outlet for our national product well ahead of that we are achieving today.

'Secondly: our manufacturing capacity. I know how our over-publicised industrial troubles have sapped confidence in the past. But today with the clear evidence of enhanced and sustainable productivity that we are experiencing—reinforced by the pervasive and advantageous effect that the Industrial Relations Act will progressively engender—we cannot really be in any doubt that we can produce the goods at competitive values. Of course I recognise the impact of the damaging inflation hour which we have recently been suffering but I do believe that the indications we are now seeing of some real moderation in that field, too, will not prove to be just a false dawn.

'Thirdly: the market. On the home front the diverse calls of demand have been greatly widened by the unprecedented level of tax reduction—£1,400 million in a full year—and by decisions affecting hire purchase and investment incentive measures.

Continental market

'On the other hand the foreign market prospect—despite many uncertainties—continues to promise expanding outlets for our goods and services—particularly with the prospect of the opening up of the Continental market now confidently beckoning us. These two taken together surely add up to a reasonable expectation of a growth-sustained market.

'And finally: resources available to back an expansion of our industrial capability. All the indications I am getting give evidence of the fact that the exceptionally tight financial position so widely prevalent throughout industry in the latter part of last year is giving way to a marked easing in liquidity. This is primarily to be detected in self-generated resources within industry flowing from a long overdue up-turn in profitability and the effect of reduced taxation. But to this must be added the undoubted easing in the availability and cost of internal finance, of which perhaps the low level of Bank Rate is an indicator.'

Mr. Davies said that the state of health of the Institution was a prime indicator of that of British industry as a whole.

'When I hear of a fall-back in training opportunities and in recruitment in industry I am deeply concerned not only on your own score but on that of industry as a whole,' he said.

'It has the same underlying causes as have certainly been responsible for the low level of industrial investment in Britain over recent years. There is more than a chance relationship between the lack of investment and your own concern about the future, and it is to be found in that unprecise but powerful element—confidence.'

ALGERIA—A VAST CONSTRUCTION SITE
continued

Algiers Fair

An effective means of presenting a new product to the Algerian market is the yearly International Fair. This is an important social as well as commercial event at which all Algerian buyers and executives congregate each year and something like two million Algerians visited it this year. The UK had a national pavilion for the first time and most exhibitors were pleasantly surprised by the results. It is a long fair—seventeen days, including three weekends—and hard work for the staff, but it does ensure that your product is seen by everybody who counts and it presents a good opportunity to meet the people who actually make the decisions as to what to buy.

Algerians are tough negotiators and drive a hard bargain on price and credit. But they are already important buyers of a wide range of industrial and agricultural capital goods and know-how and may become the strongest industrial economy in northern Africa within the next decade. If you are looking for an easy market try somewhere else, but if you can function in French, relish a challenge and are looking for a long-term expanding market, Algeria should be on your agenda.

THE MIDDLE EAST ASSOCIATION

The Trade Association for the Middle East and North Africa

£25,000 MILLIONS will be received as oil revenues in the period 1971-75
The Middle East Association provides a comprehensive service of advice on a wide variety of trading problems in the area.

FURTHER INFORMATION and MEMBERSHIP ENQUIRIES to:
The Secretary: THE MIDDLE EAST ASSOCIATION
33 Bury Street, St. James's, London, SW1Y 6AX Telephone: 01-839 2137

'Firms must seize EEC potential now'

—Mr. Anthony Grant

SIGNS of a new expansion in our economy are a present and positive link with the challenging approach to Europe, Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade told the Portsmouth Chamber of Commerce on November 12.

'In a few years, by January 1976, the Community's tariffs will have been cut by 80 per cent giving the UK virtually duty-free access to a market of over 250 million people—and they will have the same freedom here. But it is an opportunity we must seize. Although Parliament's historic vote has settled the issue in principle, we cannot sit back thinking we have arrived. In reality we are only now setting our hand to the wheel with just over a year before we enter membership, and under two years before tariffs start to fall.

'We must enter the Community equipped to take advantage of their highly competitive market—three times the size of that we now have in EFTA. And it is now that firms need to look at the potential of their product in that market and to study the new markets that will arise. It is now that their future community sales organisation should be shaped and sharpened. And perhaps more than anything firms should now be planning the key investments which will give them the capacity to succeed.

'In this fundamental readjustment to a new market situation, knowledge of the course to be run is one help in achieving the right handicap. The Department of Trade and Industry through its information and library services is ready to help with export advice, a legislation service and comprehensive background information on many aspects of the Community and its policies in *Trade and Industry*.

'Portsmouth is well placed, both metaphorically and physically, for entry—just a hundred miles from the coast of France. The Chamber has some 50 firms who are now regularly exporters. Many others export to a lesser degree. The port is already active in the trade to Europe.

'For many years it played a vital part in our defence strategy. Now it provides an ideal industrial and commercial springboard to the enlarged European Community.'

Mr. Noble speaks on prospects for economic expansion

THE prospect for the economy is expansion, Mr. Michael Noble, Minister for Trade, said on November 15 when he opened a 45,000 sq. ft. factory extension at Cummins Engine Co. Ltd., Shotts, Lanarkshire. 'If we look at the indicators of demand the signs are that the economy is beginning to respond to the Government's measures designed to bring a new period of healthier growth.'

Mr. Noble added: 'Once this happens on the national scale Scotland's problems, so intractable now, will be eased. We shall have a bigger supply of investment projects in industry as a whole, so giving us the chance to steer more jobs to places where they are most needed. We are putting more emphasis on linking assistance to profitability to provide the continuity of employment that Scotland and other development areas so badly need.'

On the indications for growth Mr. Noble said: 'In the third quarter of this year consumers' expenditure was about 2½ per cent above the average rate on the first half. The third quarter's car registrations were no less than 35 per cent up on the rate for the first half year. The indicators for sales of consumer durables as a whole and for exports are also encouraging.

'At the same time, largely because of tax reductions, industrial liquidity is improving. Many firms are now better placed to finance new investments from their own resources. Business confidence is strengthening.

'None too soon, we are making progress against inflation. Rates of increase for wages and earnings have dropped back from the absurdly high levels of last year. And retail prices rose by only three-quarters of 1 per cent in the third quarter, reflecting a considerable slowing down in manufacturer's wholesale prices. We have to carry the fight against inflation a good deal further, recognising the evil for what it is: this country's most serious threat to jobs, exports and prosperity.

'Looking only slightly further ahead, how will accession to the European Communities on January 1, 1973 affect prospects for Scotland's economy? My view is that accession offers a prospect of a great improvement—provided we use the 14 months remaining before entry well, and provided that thereafter we make the most of our new opportunities in the Enlarged Community. It would be foolish to pretend that entry into the Community will solve our problems for us, but it will give us the scope for much greater prosperity if we seize our chances.

'First, because membership will provide the kind of environment in which we shall be able to get the faster economic growth which has eluded Britain for so many years—and without which no regional policy, however well-intentioned, can begin to be successful.

'Second, because as a member we can expect to receive more overseas investment, from Europe as well as from North America, than we would outside the Community. Scotland has shown in the past that it can attract a high proportion of all investment coming into Britain, and the impressive plant in which we are today underlines the benefits which this has brought. I am confident this will remain the case in the future.

'Third, because we can maintain strong regional policies of our own and join in developing complementary Community policies which will help regional development in Britain. The Six have emphatically not found that the Community weakens their ability to pursue regional policies. And they have had a fair amount of success in reducing disparities between their most prosperous and less fortunate regions.

'Fourth because, increasingly as time goes by membership will bring a strengthening of the competitive power of our industry. One result will be a faster increase in our exports—not only to the Community but to the rest of the world as well—and more jobs in Scotland and the rest of Britain soundly based on success in world markets.'

DTI sets up Small Firms Division

A Small Firms Division has now been set up within the Department of Trade and Industry to act as a focal point within Government for taking account of the needs and interest of small businesses in the formulation of policies.

As already announced, the Division will report to Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, who is already planning a programme of work.

This follows Government acceptance of the recommendation contained in the Report of the Committee of Inquiry on Small Firms published on November 3.

The new Division will concern itself with problems which are common to small firms, rather than with the problems of particular industries.

The Small Firms Division will comprise two branches under Mr. C. G. Thorley, an Under Secretary. One branch, under Mr. F. Lacey, Assistant Secretary, will provide the main link with the firms and co-ordinate consideration of most aspects of the Bolton Committee Report.

The other, under Miss S. M. Cohen, an Assistant Secretary, will have responsibility for management of the Industrial Liaison Service and of Interlab and for action on the Committee's recommendations on Small Firms Advisory Bureaux.

Department of Employment—courses in export office procedure

THE Department of Employment is again offering specialised courses in export documentation and procedure. Constant up-dating of course material ensures that students are kept informed of any changes. New sessions include containerisation and their associated shipping forms.

Courses continue to be held at the Government Training Centre, Letchworth on a regular basis. Applications should be made to:

Senior Training Officer, TE4, Ebury Bridge House, Ebury Bridge Road, London SW1. (01-730 9661 Ext. 49).

Regional Courses are planned as follows:

1971		
November 22	Birmingham	— Chamber of Commerce
November 29	Croydon	— Employment Exchange
1972		
January 3	Oxford	— Polytechnic
January 10	Hanley	— Government Training Centre
January 24	Liverpool	— Business Studies School
January 31	Bristol	— S W Regional Office
February 7	Leicester	— Government Training Centre
February 7	Walsall	— Chamber of Commerce
February 14	Reading	— Employment Exchange
February 14	Ilford	— Employment Exchange
February 28	Birmingham	— Chamber of Commerce
February 28	Wolverhampton	— Venue to be decided
March 6	Manchester	— N W Regional Office
March 20	Lancing	— Government Training Centre
April 10	Nottingham	— Venue to be decided
April 10	Croydon	— Employment Exchange
April 17	Killingworth	— Government Training Centre
April 24	Aylesbury	— Industrial Training Group
April 24	Hanley	— Government Training Centre
April 24	Birmingham	— Chamber of Commerce
May 8	Cardiff	— Wales Office

Applications for the above venues should be made through the local Regional Office or to the address shown for Letchworth courses.

In addition courses in Scotland have been planned for:

1971		
November 15	Glasgow	— Hillington Government Training Centre
December 6	Dundee	— Royal Exchange Buildings
December 13	Glasgow	— Hillington Government Training Centre

1972

January 17, February 14, March 20, April 17, May 15, June 12 at Hillington Government Training Centre.

Applications for Scotland should be made to: Miss C. A. Smith, SHQ D1B, Department of Employment, Stuart House, Semple Street, Edinburgh. (031-229 2433).

ECGD buyer credit facilities extended

THE Export Credits Guarantee Department announced on November 9 that buyer credit facilities which have hitherto been available for contracts over £1 million are now, with effect from November 10, 1971, extended to capital goods contracts with a minimum value of £250,000 involving more than two years credit.

The Buyer Credit guarantee was introduced by the Export Credits Guarantee Department in May 1969 to provide an alternative to the usual credit arrangement, whereby the supplier provides the credit to the buyer. The scheme allowed finance to be provided direct to the buyer by a U.K. bank, which was 100 per cent guaranteed by ECGD.

The extension of this facility to contracts of considerably lower value will provide wider opportunities for exporters to trade on 'cash' terms, enabling them to receive payment at the time of shipment.

Credit cover for export of British railway wagons to Yugoslavia

THE following is the text of a letter from Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, to Dr. Mark Hughes, MP;

'When I wrote to you last week about the possiblity of ECGD offering support for the sale of Railway Wagons to Yugoslavia, I told you that it was hoped that a final decision would be reached in the next fortnight. I am now writing to tell you that cover has in principle now been agreed for the outright sale of 1,200 Wagons to Yugoslavia, and the British manufacturer, BRE METRO, have communicated this fact to their agent there. The securing of this order therefore depends on a successful outcome of the commercial negotiations.

'I would like to say that in reaching this decision ECGD has, as is its practice, given careful consideration to the effect this transaction will have on the overall level of liabilities it is covering for this market.

'In view of the press interest in this matter I am releasing the text of this letter to them.'

ECGD lines of credit—correction

THE following line of credit was omitted from the table printed in the November 4, edition of *Trade and Industry* (page 264).

Recipient	UK bank	Date announced	Purpose	Loan value (£ million)	Final date for entering into contracts
Iran	Midland and Morgan Grenfell	4.6.1970	Capital and semi-capital goods	25	4 June 1972 (extended)

The two lines of credit shown in the table as being virtually filled (Hungary and Romania) do in fact still have capacity for further export business to be financed out of the credit. The final date for entering into contracts under these lines of credit is December 31, 1971.

Clearance of merger proposals

THE Department of Trade and Industry announce that, on the information at present before them, it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between The British Electric Traction Co. Ltd. and United Transport Co. Ltd.

The DTI also announced that it is not their intention to refer to the Monopolies Commission the proposed merger between: the Chloride Electrical Storage Co. Ltd. and Oldham International Ltd.

In reaching this decision, the Department have taken into account that the Chloride Electrical Storage Co. Ltd have assured them that it is their intention:

(a) To maintain at the present level (plus normal market growth) their supply of separators and containers to the smaller makers of automotive batteries in the UK:
(b) Not to use their market dominant position, following the merger, in any way to weaken the competitive position of their customers for traction batteries bought as initial equipment, or to make any unreasonable increase in prices for replacement traction batteries:
(c) Not to worsen the overall terms of business for the supply of traction batteries in respect of effective discounts and rebates enjoyed by UK customers of Chloride and Oldham:
(d) Not to use their market dominant position, following the merger, in any way to change their general terms of credit:
(e) To maintain sufficient production capacity for traction batteries to meet the foreseeable demands of British customers, to proceed with the planned 15 per cent expansion of traction battery capacity and to maintain a continuing headroom in production capacity over foreseeable demand:
(f) Not to reduce the range of initial equipment traction batteries available without prior consultation with the truck and vehicle manufacturers:
(g) To continue with existing programmes of research and development, particularly in relation to pollution-free electric vehicles:
(h) To use the strength of the new organisation to expand their overseas activities, particularly in the European Economic Community.

The Department of Trade and Industry will closely watch developments following the merger and will discuss with Chloride any complaints by customers for their traction batteries that their position of market power is being abused. The Department would be prepared to make a reference to the Monopolies Commission if such action appeared appropriate.

EFTA countries and President Nixon's trade measures

THE leading article in the November issue of the *EFTA Bulletin* deals with President Nixon's recent trade measures and their likely impact on EFTA countries. There is also an article comparing the EFTA export performance of Sweden and the United Kingdom.

Items of particular interest in the context of EEC enlargement include a question and answer feature about origin rules in EFTA and on the EEC Association agreements and a report of the twenty-third meeting of EFTA's Consultative Committee which provided an opportunity for the representatives of industry and trade unions who form the Committee to discuss the prospects for wider European integration. Further articles in the series on how international treaties are implemented in EFTA countries deal with Finland and Norway. A further instalment brings the diary of events in the EEC negotiations up to October 12 and includes a summary of a recent Swedish policy statement about proposals for free trade between the Community and the six EFTA countries not applying for full membership.

Copies of the November *EFTA Bulletin* can be obtained free of charge from the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, Tel: 01-222 7877, Ext. 2480/2479.

BNEC's final report

THE British National Export Council, in its final report issued on November 9, says 'after seven years, BNEC puts up the shutters. The reponsibility for stimulating interest in exports now passes to others. We wish them well.' The report surveys the achievements of BNEC; outlined the functions now being handed over to the proposed British Export Board; and indicates the level of performance which, it considers, is required from the new Board.

Purchase Tax: disposable tableware

THE Treasury have made an Order under Section 2(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 6) Order 1971 amending the Schedule of goods chargeable with purchase tax.

This Order provides for disposable tableware of whatever material to be brought together in one Group of the Schedule of chargeable goods and removes any limitation of the charge to articles of a kind suitable for office or domestic use. In most cases this Order will not cause any change in present practice. It is intended to remove any doubt that the plastic articles are taxable as well as the paper ones.

The following are the changes made by the Order to the Schedule of chargeable goods.

Group 5

a. at the beginning insert '(a)'
b. omit the words 'paper cups, paper plates and other paper tableware'
c. at the end add the following:

'(b) Disposable cups, plates and other tableware, whether of paper, plastic or other materials.'

Group 11

Under the heading 'Not chargeable under this Group', the paragraph beginning 'Builders' hardware' is to be numbered '1' and after that paragraph add

'2. Disposable cups, plates and other tableware.'

The Order applies to goods which are delivered in the United Kingdom on sale by a registered purchase tax trader to an unregistered person, or appropriated to retail stock or other taxable purposes by a registered trader on or after November 9, 1971. (The tax also implies to imports and the alterations will be effective for them from the same date.)

The Order has been published as Statutory Instruments 1971 No. 1781 obtainable from Her Majesty's Stationery Office.

Advice on the application of the alterations to a particular product can be obtained from HM Customs and Excise, PT Section 7, Adelaide House, London Bridge, London EC4R 9DB.

DTI removes anti-dumping duty on silicone surfactants

THE Department of Trade and Industry removed, from November 13, the anti-dumping duty imposed in 1968 on imports of silicone surfactants manufactured in the USA by the Union Carbide Corporation or the Dow Corning Corporation. This decision follows a review by the DTI which has shown that the circumstances which led to the imposition of the anti-dumping duty in 1968 no longer apply.

The Order imposing this duty, The Anti-Dumping Duty Order 1968, related to imports of copolymers of methylsiloxane blocks with oxyalkylenes in which the oxyalkylene portion consists of oxyethylene and oxy 1,2-propylene units in molar proportions between 70:30 and 30:70, originating in the United States and being a product of the Union Carbide Corporation or of the Dow Corning Corporation.

Copies of the Order removing this duty, The Anti-Dumping Duty Order 1968 (Revocation) Order 1971 (SI 1971 No. 1812) are available from HMSO price 2p (by post 4½p).

Application for anti-dumping duties on imports of potato granules from Canada

THE Department of Trade and Industry is considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act of 1969 on potato granules imported from Canada.

A statement of the applicants case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than December 10, 1971. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent to the Tariff Division, Department of Trade and Industry, Room 323, Kingsgate House, 66-74 Victoria Street, London, SW1 6SH.

The Department also announces that if *prima facie* evidence of dumping of potato granules from any other country comes before it during the course of the investigation, it will consider whether the investigation should be extended to cover such other countries

Notes

Potato granules are obtained by steam cooking and mashing fresh potatoes and subsequently dehydrating the mash to a fine powder. They are sold in the UK to the retail market in small packs and in bulk to the catering trade, as instant mashed potato. One ton of granules equates to seven tons of fresh potatoes.

Imports of potato granules into the UK for the period January/September, 1971, totalled 2,773 tons of which 2,567 tons came from Canada and 206 from the USA. Statistics were not separately recorded for granules prior to 1971.

Group technology practice

A ONE-DAY course teaching the methods of group technology, with particular reference to manufacture, will be held on December 1, at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow.

The course will consist of lectures, discussions and tutorial exercises, covering the various steps necessary to implement group technology and a case study will be presented. Extensions of group technology principles to other areas, such as design and drawing office, and production planning and control, will also be dealt with.

The course is aimed at production engineers, but drawing office and planning staff will also find it useful. It will enable participants to assess the feasibility of applying group technology to their own organisation, and also to undertake its introduction.

Further details from the Course Organiser, Birniehill Institute, tel: East Kilbride 20222 Ext. 570.

Imports of cheese from the Eastern Area

QUANTITATIVE restrictions on imports of cheddar and cheddar-type cheese from the Eastern Area are to be suspended from January 1, 1972. This suspension will remain in force for such time as the voluntary restraint arrangements on imports of cheddar and cheddar-type cheese from sources other than the Eastern Area remain suspended. During this period imports from the Eastern Area will be made under the authority of the Open General Import Licence.

Quantitative restrictions will also be removed from January 1, 1972 from imports from the Eastern Area of cheeses other than cheddar and cheddar-type cheese. These imports will also be made under the authority of the Open General Import Licence.

The Open General Import Licence will be amended accordingly.

Background notes

At present, cheese may be imported into the UK under the Open General Import Licence from all sources except the Eastern Area and Southern Rhodesia.

In September, the Ministry of Agriculture, Fisheries and Food announced the suspension, until March 31, 1972, of voluntary restraint on imports of cheddar and cheddar-type cheese from sources other than the Eastern Area. If the voluntary restraint arrangements on cheddar and cheddar-type cheese are reintroduced after March 31, 1972 similar restraint arrangements will apply to the Eastern Area.

The Eastern Area includes the following countries: the USSR, Poland, Bulgaria, Romania, Hungary, Czechoslovakia, East Germany, Albania, the People's Republic of China, the People's Republic of Mongolia, North Korea and North Vietnam.

Annual review of temporary exemptions from import duty

IN *Trade and Industry* of August 12, a list was published of those chemicals on which import duty will be restored on January 1, 1972. Following representations from interested parties the undermentioned items on that list have now been accepted for consideration for continued exemption from import duty beyond the end of this year. These items are, therefore, additional to those published in *Trade and Industry* on August 5 and September 16, 1971.

SCHEDULE

Supplementary list of chemicals which will be considered for continued exemption.

Tariff heading	Description
29.02	1, 1-Dichloro-2, 2-di-(4-chlorophenyl)ethane
29.08	2, 4-Dichlorophenyl 4-nitrophenyl ether
	p-Menthanyl hydroperoxide
29.14	Trigol dimethacrylate
29.30	1-Chloro-2-*iso*cyanatoethane

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time DURING THE NEXT THREE YEARS, in a position to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemption came into effect on the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by December 2.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
07.04	Asparagus	Dried asparagus	12164
	Celery	Dried celery	12163
	Onions	Dried onions	12161
28.42	Lithium carbonate	as in previous column	13782
29.06	2-*tert*Butyl-*p*-cresol (-OH at 1)	2 tertiary Butyl para cresol	13805
29.10	1, 2-*O*-*iso*Propylidene-D-glucofuranose	Monoacetone glucose (1, 2-isopropylidene-D- glucofuranose	13804
29.13	9α-Fluoro-11β, 17α-dihydroxy-16α-methylpregna-1, 4-diene-3, 20-dione	11B 17a dihydroxy 9a fluoro 16a methyl pregn 1 : 4 dien 3 : 20 dione	13760
29.14	Oleic acid having an iodine value not greater than 90	Pamolyn 100 Oleic acid-min. 90 per cent	13802
29.15	*n*-Hexadecylsuccinic anhydride	as in previous column	13810
29.16	4-(2-Hydroxyethoxy)benzoic acid	as in previous column	13809
	Methyl 4-(2-hydroxyethoxy) benzoate	as in previous column	13807
29.22	2-Chloro-5-nitroaniline	as in previous column	13813
29.23	3-Amino-4-methoxybenzoic acid	as in previous column	13727
29.29	2, 4, 6-Trichlorophenylhydrazine	as in previous column	13812
29.34	1, 2-Diaminoethane-*N*,*N*,*N*',*N*'-tetra(methylphosphonic acid)	Ethylene diamine tetra(methylene phosphonic acid)	13797
34.04	Artificial waxes, being partial esters of the acids derived from montan wax, and having an acid value of not less than 10 and not more than 20 and a saponification value of not less than 110	'E' and 'OP' Waxes-Montanic acid ester and partly saponified montanic acid ester	13633
38.19	Coke, blended, which yields not less than 2.5 per cent and not more than 4.0 per cent by weight of ash	VFT High carbon coke	11826
39.02	Poly(vinyl chloride), emulsion-polymerised, in powder form and of natural colour, unplasticised but compounded with not less than 1.3 per cent by weight and not more than 2.5 per cent by weight of artificial wax, and having a viscosity number of not less than 150 and not more than 170 when determined by Method 404A of British Standard 2782:1970	Polyvinyl chloride resins-Modified emulsion type homopolymers	13459
39.07	Rods, cylindrical or square in cross-section being more than 1 millimetre but less than 9 millimetres in any cross-sectional dimension and permeable to writing inks	Nylon, acrylic, plastic and vinylon bars	11936
81.04	Hafnium metal in the form of crushed pieces or sponge, containing not more than 7 per cent by weight of zirconium and not more than 1 per cent by weight of other alloying elements	Hafnium metal (crushed ingots)	12010

Applications for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, have received applications for the reimposition of the import duty from January 1, 1972 on the following items, which are at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemption published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
29.08	Dimethydigol	8857
29.14	Acrylic acid	10400/5
	Allyl methacrylate	TIP 6042
	n-Butane-1, 3-diol dimethacrylate	865/58
	Decyl acrylate, mixed isomers	1742
	Ethanediol methacrylate	10400/5
	2-Ethyl-2-hydroxymethylpropanediol trimethacrylate	TIP 664
	n-Heptyl acrylate	6747
	*iso*Propyl acrylate	1742
	n-Propyl acrylate	1742
29.16	*n*-Butyl glycollate	TIP 465
29.23	2-*tert*Butylaminoethyl methacrylate	6735
	2-Dimethylaminoethyl methacrylate	6753

Representations should be addressed to Tariff Division, Department of Trade and Industry, 66/74 Victoria Street, London SW1H 0ET giving the respective reference shown above, Representations should be received by November 29.

AVIATION and SHIPPING

New chairman of British Airports Authority

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Mr. Nigel Foulkes to be chairman of the British Airports Authority. Mr. Foulkes will succeed Mr. Peter Masefield whose appointment expires on December 31 this year. The appointment, which will continue to be on a part-time basis at a salary of £9,000 a year, is for five years.

Mr. Foulkes, who was a scholar at Balliol College, Oxford, served with the RAF during the war and subsequently has had wide experience of management in industrial engineering, consultancy, manufacturing and marketing. He was, until the end of last year, managing director of Rank Xerox Ltd.

Mediator handles 9 per cent more summer air traffic than last year

DURING the five peak summer months of air traffic from May—September, the new Mediator air traffic control system at West Drayton successfully handled 343,272 aircraft movements which represents an increase of 9 per cent on the total for the same period of 1970.

The largest increases in air traffic took place in the early part of the summer—in May and June when there were 13 per cent and 11 per cent respectively more aircraft handled than in the same months of 1970. In July the proportion increase was 8 per cent and in August and September 5 per cent.

Commenting on these figures on November 10, Mr. Michael Noble, Minister for trade, said: 'This represents a very real achievement by all those concerned with the project within the National Air traffic Services—our controllers who have had to master the new equipment, and our telecommunications staff who have had to maintain this very complicated and sensitive installation. This performance shows that the decision we took at the beginning of this year to introduce Mediator Stage 1 was thoroughly justified.'

The increase in ATC capacity at West Drayton which handles traffic over the whole of Southern England and the Midlands has meant that controllers have had less need to apply flow control—ie to delay inbound traffic—than in 1970. The delays which passengers have experienced this summer have been largely due to flow controls imposed from countries on the other side of the Channel. It is intended to propose at the Regional Meeting of ICAO at Geneva this month replacing such ad hoc actions by a European scheme for co-ordination, though this may take some time to work out.

After the experience of this summer it is felt at West Drayton that the greatest single advance made in Stage 1 has been the use of secondary radar plots and labels which assist each controller to identify the blips on his radar screen. Procedures for the co-ordination of military traffic have also worked well.

Interest in West Drayton among outside organisations has been at a high level, and so far this year over 1,000 visitors have been shown the new operations room and telecommunications areas. Some 375 were from airlines, mainly pilots.

Oil dumping prohibited in Italian waters

FOLLOWING the acceptance by Italy of the 1962 Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil 1954, the areas of the Mediterranean Sea lying within 100 miles from the nearest land on the Italian coast have been declared prohibited areas for the dumping of oil. Previously the prohibited area has extended only 50 miles.

The Department of Trade and Industry has made an Order to this effect which comes into operation on December 1, 1971.

Copies of the Statutory Instrument (Oil in Navigable Waters (Prohibited Sea Areas) (Amendment) Order 1971) (SI 1971/1822) may be obtained from HM Stationery Office, price 3p (by post 5½p).

One of three Aveling-Barford Centaur 35 dump trucks reversing into the ferry MV Patricia *at the new Princess Alexandra dock, Southampton. The three Centaurs were part of a consignment of seven ordered by the San Telmo iron pyrites mines in south west Spain.*

Wreck of 'Richard Montgomery'

A BARRIER is not to be placed around the wreck of the SS 'Richard Montgomery'. This decision follows a study, carried out by the Department of Trade and Industry in conjunction with other interested Departments and the Port Authorities concerned, into the feasibility of placing some form of barrier around the wreck to protect it against drifting ships.

The study revealed that possible forms of barrier could interfere with the tidal flow in the area and would probably be unstable with the possibility of pieces sliding into the Medway Approach Channel thus creating hazards for shipping. Any such barrier could, during construction or later, increase the risk of an explosion of the munitions in the wreck.

A review of the situation regarding the wreck was also undertaken this year by the same bodies who are advised that due to chemical reaction consequent on immersion the munitions are still unacceptably hazardous to remove. In view of this and the fact that the risk of spontaneous explosion is gradually receding it has been decided to continue to leave the wreck undisturbed.

To safeguard the wreck against interference the two lighted buoys and electric fog horn will be retained to mark it and a 24 hour river patrol will carry out a check when in the vicinity. Warning notices are also sited on the wreck and the buoys.

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POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and Industry

MONDAY, NOVEMBER 8

Steel production

Information was requested on the number of pieces, value, and tonnage of alloy steel and ordinary steel forgings, including subsequent heat treatment and machining manufactured by the public and private sector of the steel and engineering industry, respectively, above 75 tons in weight in each of the past 10 years; what percentage was exported; and how this compared with corresponding imports. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry replied: 'No information is available in the form requested, distinguishing number of pieces and size classes, or showing imports and exports of forgings machined so as to constitute parts of machinery. I will circulate in the Official Report the tonnage totals that are available for the years 1960 and 1970, and shall be glad to provide intervening figures if the hon. Member finds that they will meet his purpose.

'Briefly, the demand for forgings is declining; the private sector provides over 80 per cent of supplies from the steel industry; each exports about 16 per cent; imports of forgings in the rough state are negligible.

DELIVERIES OF STEEL FORGINGS (OTHER THAN DROP FORGINGS)

		1960	1970
Total deliveries by steel industry (thousand tons)	BSC	—	27.8
	Other	—	130.6
	Total	198.7	158.4
of which export deliveries (%)	BSC	—	17.3
	Other	—	16.0
	Total	10.8	16.2
Imports as a percentage of home deliveries		0.62	0.39

N.B. Imports are estimated from a recorded total of iron and steel forgings including drop forgings. Neither imports nor exports include forged pieces that have been converted by machining to parts of machinery or vehicles.

British Steel Corporation

'My review of the financial position and development plans of the British Steel Corporation is still in progress and I shall make a statement in due course,' said Mr. John Davies, Secretary of State for Trade and Industry, in answer to a request for a statement on the investment plans of the BSC.

Imports of coal

Mr. Ridley was asked to give the total cost of coal imports between March 28, 1971, and September 30, 1971; the average cost per ton of coal imported during this period; the cost per ton of coal imported during this period from Australia. West Germany, the United States of America, Belgium, the Netherlands, the Irish Republic, Norway, Poland, and South Africa; and how these prices compared with coal prices in the United Kingdom during the same period. Mr. Ridley answered that for the period April to September 1971 the value of coal imports was £20 million, and the average values per ton were:

	£
Total	9.35
of which:	
Australia	9.26
West Germany	19.03
USA	9.42
Belgium	20.89
Netherlands	8.63
Irish Republic	11.06
Norway	nil imports
Poland	10.39
South Africa	33.58

'The average values quoted above are not true prices as they are influenced by varying qualities of coal, transport costs, and other factors. Pithead prices of UK produced coal varied between £4.50 and £17.50 per ton according to type and quality,' Mr. Ridley said.

Asked whether the Secretary of State would reverse his decision allowing coal to be imported into this country in view of the level of indigenous stocks, Mr. Ridley said, 'The Government have undertaken to review the import policy not later than March 1972 in the light of the supply-demand position then obtaining.'

Monopolies Commission

A Member asked Mr. Ridley how many suggestions had been received from the Monopolies Commission for references to be made to it. He answered: 'I have received from the Commission, and I am considering accepting, a proposal that the supply of primary batteries should be referred to them.'

Origin marking orders

A question was asked about steps being taken to determine standards of quality of goods relating to composition, construction and performance with manufacturers and trade associations affected by the abolition of marking orders under the Trade Descriptions Act 1968. Mr. Ridley answered: 'As I said on October 19 in reply to questions by my hon. Friends the Members for Torrington and Leicester South West I am considering the desirability of marking orders requiring goods to be labelled with information about, for example, composition, construction and performance. I hope in due course to discuss particular proposals with affected interests.'

Another question concerned the total number of applications received or under consideration by the DTI with regard to Orders in Council for origin marking and requesting that an Order should be made to cover certain products; and a full list of the industries or interests making such requests would be given.

Mr. Ridley said that 22 applications for new origin marking Orders had been received. The industries making the applications covered the following products: Furnishing fabrics, Knitted goods, Shirts and pyjamas, Overalls, Gloves, Other clothing and fabrics, Hand knitting and rug yarn, Toys, Sports goods, Brushes, Footwear, Domestic pottery, Ceramic sanitaryware, Glazed tiles, Cutlery, Hand tools, Clocks and watches, Domestic electrical appliances, Firearms, Sporting cartridge cases, Leather goods, Matches. 'This list excludes applications covering food products which have been received by my right hon. Friend the Minister of Agriculture, Fisheries and Food', Mr. Ridley answered.

Metrication

A Member who asked when publication was expected of the White Paper on Metrication, was told by Sir John Eden, Minister for Industry, that a firm date for publication would be given within the very near future.

Safety footwear

Mr Ridley was asked how many pairs of safety footwear were sold by manufacturers in each of the last four years; and what was their average cost. He said that UK manufacturers' sales of safety footwear in each of the last four years were:

Million pairs			
1967	1968	1969	1970
2.2	2.5	2.7	2.7

Information was not available about the average cost of safety footwear.

Government aid to development councils

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked what was the total amount of Government aid to the development councils in England, Scotland and Wales in the last 12 months, giving in each case the name of each council and the amount granted, the date of the commencement of such aid and the reasons advanced at the time to justify it, and the total amount given to each one in the past 10 years. Mr. Grant said that in the 12 months ending October 31, 1971, grants of £15,000 were made to the North East Development Council and of £1,438 to the Cumberland Development Council. Total grants-in-aid to the two development councils had been as follows:

Financial Year	NEDC	CDC
	£	£
1964/65	40,000	Nil
1965/66	30,000	Nil
1966/67	20,000	Nil
1967/68	10,000	4,000
1968/69	10,000	4,000
1969/70	10,000	4,000
1970/71	10,000	2,438
1:4:71-31:10:71	10,000	Nil
Totals	140,000	14,438

The grants were paid to support the Council's publicity and public relations work for the development and growth of the areas concerned. Grants-in-aid to development councils in Scotland and Wales were matters for the respective Secretaries of State.

Industrial development

Questions were answered on industrial developments in Wales, the west Midlands and Leicester.

TUESDAY, NOVEMBER 9

Monopoly sales of lubricants

Mr. Ridley was asked what representations, from what quarters, were now being made to the Secretary of State to annul the undertakings previously given by the petroleum

POINTS FROM PARLIAMENT
continued

marketing industry to allow other than monopoly sales of lubricants on Solus site filling stations, following the Report of the Monopolies Commission on this subject. Mr. Ridley said that one of the petrol companies which gave undertakings to the Board of Trade following the Monopolies Commission's report had requested the withdrawal of those undertakings concerning lubricants. This request had been refused.

Brewery mergers

A Member asked what assurances had been given by certain brewery firms regarding the policy they intended to follow after mergers in reference to the supply of wines, spirits and cider and soft drinks by independent suppliers to tenants of one of the merged companies; and to what extent their operations were being monitored, to ascertain whether independent suppliers were being restricted or harmed and a monopoly situation was developing in the industry. Mr. Ridley replied that the undertakings were intended to have the effect that the choice of products of independent suppliers which could be stocked and displayed by the tenants of the acquired brewery would not be reduced and should be widened. The general nature of these assurances was made public at the time, and he had no doubt that any independent supplier who considered that they were not being implemented would bring the matter to the attention of the Department.

WEDNESDAY, NOVEMBER 10

Proposed ore terminal at Hunterston

In answer to a question on the proposed new ore terminal at Hunterston, in Ayrshire, Mr. Ridley said that he could not announce the starting date. The choice of Hunterston as a possible location was one for the British Steel Corporation in the first instance and he understood they still had the matter under consideration.

Fertiliser imports

Mr. Grant was asked whether, in considering the application for anti-dumping measures to be imposed upon fertiliser imports, the desirability of promoting trade amongst Western European countries and of preventing the development of monopoly conditions in the United Kingdom fertiliser industry would be taken into account. He replied: 'We cannot legally impose anti-dumping duties unless it appears to us that, having regard to all the circumstances, it would be in the national interest to do so. We shall therefore do our best to take all relevant considerations into account.'

Monopolies and breweries

Stating that the Brewers' Society in December 1970 gave an undertaking, following consultations with the Government, that tenants and managers would be able to obtain from elsewhere goods for which there was a demand and which the brewery was unwilling to supply a Member asked if steps would be taken to see that the undertaking was implemented. Mr. Ridley answered: 'The recommendation that the Brewers' Society made to their members, following the report of the Monopolies Commission, included one on increased choice to the public for wines, spirits, cider and minerals. I am taking a close interest in the practical results of the Society's recommendations.'

Mr. Ridley was also asked if he was aware that a brewery company, whose name had been sent to him, was requiring its tenants to obtain their amusement machines, pin tables and juke boxes through one operator, thus denying them the right to negotiate better terms; if this aspect of the tied-house system could be investigated by the Errol Committee; and if he would therefore refer the industry to the Monopolies Commission. Mr. Ridley replied that this aspect of the tied house system was considered by the Monopolies Commission in their report on the supply of beer; they did not raise objections to it. He continued: 'I have no reason therefore to think that a further reference to the Commission would serve any useful purpose. Nor does the subject seem closely related to the licensing laws into which the Errol Committee are now inquiring.

Company law

Several questions on company law were answered by Mr. Ridley. He said in answer to one question that the Jenkins Committee's recommendations regarding prospectuses were being considered in our current review of company law.

Asked what changes were proposed in the future use by the DTI of its investigatory powers, following the statement about Rolls Royce Ltd's financial difficulties being known to the Industrial Reorganisation Corporation but unknown to his department, as disclosed in evidence recently given to the Expenditure Committee, Mr. Ridley said: 'I am aware of the evidence given by the former chairman of the IRC to the Expenditure Committee. His view as to the state of Rolls Royce's finances as expressed to that Committee does not in all respects concur with that contained in IRC's official reports.'

Mr. Ridley said, in answer to a further question, that the DTI sought to secure compliance with the law by all types of company. Account was taken of the degree of public interest which appeared to be involved in any particular matter. To a question on proposals to ensure that access to legal provisions for the protection of shareholders came within the financial reach of small shareholders, Mr. Ridley said: 'During our review we shall consider proposals for widening the scope for shareholders to take legal action, but the question of the cost of such action is not a matter for me.' The review would embrace all suggestions which appeared to be designed to improve the operation of the present Acts.

Mr. Ridley was also asked what source, after the public and its advisers, had produced the most cases noted under Sections 164 and 165(b) of the Companies Act 1948. He said: 'The hon. Member will appreciate that any one case may arise from a number of sources simultaneously, but after the public and its advisers, inquiries made by the Department under Section 109 of the Companies Act 1967 have produced most cases.'

Asked, what was the DTI's policy towards the exercise of his powers under Section 37 of the Companies Act 1967, Mr. Ridley said that the policy was to exercise the powers under Section 37 of the Companies Act 1967 where it was believed the public interest required it. Additional powers to protect investors and enforce commercial standards, would be sought if the current revew of company law showed either of these objectives to be desirable. To a question on the proportion of applications received by the DTI since 1948, under Section 172(3) of the Companies Act 1948, and rejected, Mr. Ridley said that during that period the Department had received nine applications, of these four were accepted and five were refused.

A question was then asked on the numbers, respectively, of private and public company cases in 1969 and in 1970, in relation to which reports by the Official Receiver under Section 236(2) of the Companies Act 1948 stated that in his opinion fraud had been committed. Mr. Ridley answered, 'The Official Receiver has a discretion whether or not to submit a further report to the Court under Section 236(2) of the Companies Act 1948. In 1969, one report was submitted in respect of a public company and 30 in respect of pirvate companies. The numbers in 1970 were 1 and 23 respectively. Reports under Section 236(2) of the Companies Act 1948 submitted to the Court during 1969 and 1970 reported prosecutions, convictions and sentences for fraud and other offences.' Asked about the Secretary of State's policy with regard to the exercise of his powers under Section 210 of the Companies Act 1948 for the protection of shareholders from oppression, Mr. Ridley said that the Department's policy was to consider proceedings under Section 210 of the Companies Act 1948 where circumstances appeared to justify such action; 'I am aware that in the light of decided cases there are legal difficulties in pursuing this relief, and I will take these into consideration in the course of the current review,' he added.

In answer to further questions, Mr. Ridley said that no public examinations under Section 270 of the Companies Act 1948 had taken place since 1958; that the recommendations of the Jenkins Committee on Company Law for the extension of the public examination procedure, would be kept in mind during the current review of Company Law; that the date upon which the DTI exercised its powers under Section 109 of the Companies Act 1967 in respect of the Competitive Insurance Company Ltd. was April 22, 1971 and that pressure had been put on the Dollar Land Company to secure publication of its accounts. Several questions concerned the Competitive Insurance Co. Ltd. Mr. Ridley said: 'Following the exercise on April 22, 1971 of the Department's powers under Section 109 of the companies Act 1967 and after an announcement by the company on May 26 that it would accept no more insurance business, that it was advising policyholders to seek alternative cover and that it had instructed Messrs. Cork W. H. Gully and Co. to advise on its affairs, the Department put in hand the preparation of a petition for the company's winding up. But before the petition could be presented the company resolved on June 3, 1971 to go into voluntary liquidation.

'The Department did not invoke either Section 68 or Section 80 of the Companies Act 1967 in this case.' To a question on the Department's policy in regard to giving information to Members on matters being considered by the Parliamentary Commissioner for Administration, Mr. Ridley said: 'A predominant consideration is to avoid in any way anticipating or prejudicing the Parliamentary Commissioner for Administration's examination or findings. All requests for information must be judged on their own merits.'

THURSDAY, NOVEMBER 11

Wild animal skins

Mr. Grant told a Member who asked if legislation would be introduced to control the trade in wild animal skins, that powers were available under existing legislation to control imports of animal skins. The practicability of controlling certain imports would be sympathetically considered as soon as the Department received the essential technical information.

Small firms

In answer to a question on steps being taken, or envisaged, to encourage small business and small shopkeepers in the south-west to play a fuller part in the region's economic growth, Mr. Ridley said the Bolton Committee of Inquiry on Small Firms had made detailed recommendations designed to create the conditions in which small firms throughout the country could make their full contribution to our economic growth. He continued: 'On November 3 my right hon. Friend outlined to the House the Government's position on a number of the main recommendations and we are now giving the Report further careful and sympathetic study.'

Expenditure on regions

Mr. Ridley was asked what was the amount of money spent by the Government on industry in the regions during 1969-70 and 1970-71. He answered that it was not possible to give a complete breakdown of expenditure on industry by regions in 1969-70 and 1970-71 in respect of activities for which the Department of Trade and Industry was now responsible. The following table includes information readily available.

FRIDAY, NOVEMBER 12

Nuclear power station at Connah's Quay

A Member who asked when it was proposed to announce the result of the Central Electricity Generating Board's application to build a nuclear power station at Connah's Quay, Flintshire, was answered by Mr. Ridley who said: 'I cannot say at present. The Inspectors who held the public inquiry to consider the CEGB's proposal to construct a nuclear station at Connah's Quay have not yet completed their report. When it is received it will need to be studied, and my right hon. Friend the Secretary of State for Wales consulted, before a decision on the Board's application can be taken.'

Imports of coal

The following information was given by Mr. Ridley, answering a question on the average weekly value and volume of coal currently imported to the United Kingdom; and the figures for the last 10 years.

	Weekly averages	
	Tons	£ thousands
1961*	767	6.1
1962*	421	3.5
1963	21	0.2
1964	7	0.1
1965	49	0.4
1966	570	4.9
1967	130	1.2
1968	37	0.4
1969	39	0.4
1970	1,497	17.5
Jan/Sept 1971	83,916	786.5

* Figures include lignite

In reply to questions about the average cost per ton of British coal at the pithead, the average retail cost per ton of British coal, and the average retail cost per ton to industry and domestic consumers of coal imported to the United Kingdom, Mr. Ridley said: 'The average cost per ton of British coal at the pithead is published in the Annual Reports and Accounts of the National Coal Board. Prices to consumers are matters for the trade and will depend on many factors including the competition between imported and indigenous coal and other forms of energy.'

Aviation and shipping

TUESDAY, NOVEMBER 9

Livestock shipping

Mr. Grant was asked what investigations were at present being undertaken into the future of livestock shipping between the ports in England, Scotland and Wales and those in Northern Ireland and the Republic of Ireland. He answered that a Working Party, including representatives of the trade and of the Ministry of Agriculture for Northern Ireland, had for some months been considering the shipping of livestock to Great Britain and was expected to report in the near future. The Farmers Unions of Northern Ireland, the Republic of Ireland and Great Britain had also been considering the longer term problems of moving livestock to Great Britain with particular reference to our entry into the EEC.

Luton Airport

A request for a further statement on the current position with regard to the further development of Luton Airport, was answered by Mr. Grant who said: 'I understand that Luton Corporation submitted a planning application in August this year for extending the airport terminal building and improving the runway and taxiways. A public inquiry is to be held and will start on January 4 next year.'

(*continued on next page*)

	Year	East Anglia	South Eastern	South Western	West Midland	East Midland	Yorks and Humber	North Western	North	Total England	Scot.	Wales	North Ireland	Total
Promotion of local Employment	1969-70	—	—	1.4	—	—	—	13.8	33.7	48.9	18.4	15.6	—	82.9
	1970-71	—	—	2.5	—	—	—	8.9	24.5	35.9	18.9	12.3	—	67.1
Investment Grants	1969-70	132.4	—	19.6	44.2	63.2	—	83.0	57.5	399.9	74.3	41.6	—	515.8
	1970-71	129.1	—	20.4	39.5	58.6	—	86.0	67.5	401.1	74.8	49.1	—	525.0
Industrial Support and Research and Development Contracts, Preproduction Order Schemes, Productivity and Advisory Services etc.	1969-70	0.5	2.3	0.2	0.5	0.4	0.1	1.2	1.1	6.3	0.3	0.1	0.0	6.7
	1970-71	0.4	4.0	0.1	0.6	0.1	0.3	1.4	0.1	7.0	0.3	0.1	0.0	7.4
Assistance to the Shipbuilding Industry	1969-70	—	0.2	—	—	—	0.1	—	1.2	1.5	14.1	—	4.7	20.3
	1970-71	—	0.2	—	—	—	—	1.5	1.0	2.7	3.5	—	4.9	11.1
Industrial Investment Schemes Computer Merger Scheme	1969-70	—	4.0	—	—	—	—	—	—	4.0	—	—	—	4.0
	1970-71	—	3.3	—	—	—	—	—	—	3.3	—	—	—	3.3
Loans to the Aluminium Industry	1969-70	—	—	—	—	—	—	—	—	—	3.4	5.9	—	9.3
	1970-71	—	—	—	—	—	—	—	—	—	6.3	5.7	—	12.0
Grants to Industrial Research Associations	1969-70	0.3	1.1	—	0.5	0.4	0.3	0.2	0.4	3.2	0.1	—	—	3.3
	1970-71	0.3	1.2	—	0.4	0.4	0.3	0.2	0.4	3.2	0.1	—	—	3.3
Beagle Aircraft Limited	1969-70	—	—	—	1.1	—	—	—	—	1.1	—	—	—	1.1
	1970-71	—	—	—	2.4	—	—	—	—	2.4	—	—	—	2.4
Short Bros. and Harland Limited	1969-70	—	—	—	—	—	—	—	—	—	—	—	—	—
	1970-71	—	—	—	—	—	—	—	—	—	—	—	1.3	1.3

NOTES

Promotion of Local Employment
The figures relate to offers of assistance

Investment Grants
The figures exclude grants paid on Ships and hovercraft totalling £71.0 million in 1969-70 and £61.6 million in 1970-71. For 1970-71 the figures shown are provisional.

Regional private airlines

Mr. Michael Noble, Minister for Trade, was asked what alterations there had been in recent years in the present licensing system for civil aviation towards the encouragement of the operation of regional private airlines and the development of feeder services; what steps were being considered; and what steps were being taken towards the establishment of an independent Civil Aviation Authority. He said: 'The existing licensing system has not been altered in recent years but will be replaced by arrangements provided for in the Civil Aviation Act 1971. Under those new arrangements the Civil Aviation Authority will receive policy guidance and it is my intention in giving such guidance to require the Authority to take account of the contribution which air services may make to regional development.'

TUESDAY, NOVEMBER 9

Air fares on North Atlantic routes

Lord Drumalbyn, Minister without Portfolio, was asked for a statement concerning cheaper air fares on the North Atlantic routes; and how many categories of fare would be available to would-be passengers. He replied: 'At the request of a number of Governments, including Her Majesty's Government, a further meeting of IATA airlines to discuss the kinds and levels of fares to apply on the North Atlantic next year took place from October 26 to 30. No agreement was reached and the meeting was adjourned indefinitely. The situation may, however, be discussed by airline chairmen meeting in Honolulu later this month. For the present, however, the situation remains obscure.'

Charter flights and air fares

In answer to a question, whether, in view of the dispensation to run charter flights at low prices and both advertise and sell tickets direct to the public granted by them on an experimental basis to BOAC and British Caledonian for flights to Malaya and Singapore, HM Government would consider granting a similar dispensation to BEA for an experimental flight in Europe. Lord Drumalbyn said: 'The exemptions granted to the charter subsidiaries of BOAC and British Caledonian relate to charter services where it is the charterer rather than the airline which advertises and sells the tickets. These exemptions were issued by my right honourable friend the Minister for Trade on an interim basis to meet a situation in which traffic would otherwise have been lost to foreign airlines. A similar situation does not exist so far as BEA are concerned.'

Fog dispersal: use of gas oil

A question on progress made regarding the project of a fog dispersal unit at one of our major airports; and whether the Gas Board had been approached with a view of using a natural gas flame for this purpose, was answered by Earl Ferrers, who said that a costing study of a possible thermal fog dispersal system at Heathrow, which might complement the instrument landing system, was still in progress. Information received from the Gas Council indicated that a system using natural gas could give rise to delivery and storage problems and be costly; the study therefore envisaged the use of gas oil which was considered to be a more suitable fuel.

WEDNESDAY, NOVEMBER 10

Night jet movements

Mr. Noble was asked what would be the matters covered in his promised consultations with Manchester Corporation on the consequences to Manchester Airport of his announcement banning summer jet night flights from Heathrow Airport; and whether he would make a further statement about his estimate of the future level of such flights from Manchester Airport. He said: 'I am confident that the demand for night jet movements in the summer of 1972 at Manchester Airport will not increase perceptibly as a result of the ban on summer night jet take-offs at Heathrow.

'As I commented in my Answer to the hon. Member for Walthamstow East on November 8, 1971, I am considering the regime to apply at Manchester in 1973 and subsequent years but pending consultation with all the interested parties it is much too early to attempt to estimate the number of summer night jet flights to and from Manchester in 1973 and later.'

THURSDAY, NOVEMBER 11

Concorde

A Member stated that the delay in putting Concorde into full production had resulted in voluntary liquidation of Servonics Ltd., and asked Mr. Frederick Corfield, Minister for Aerospace, if he would seek to ensure that other Concorde sub-contractors were enabled to obtain sufficient credit to prevent similar liquidation. Mr. Corfield said. 'I understand that Servonics Ltd. were developing a Concorde engine systems trainer for Rolls-Royce. Since the only other likely customers for this trainer would be airline purchasers of Concorde, further release of Concorde production authorisations at the present time would not have affected the financial position of Servonics Ltd. As regards the second part of the question, the manufacturers have at present sufficient authorities to carry out the current production programme, including the placing of the necessary sub-contracts.'

Mr. Corfield was also asked how many jobs he estimate were wholly dependent upon the Concorde project; and how many jobs in companies employed as sub-contractors on Concorde were dependent upon the Concorde project. He said that about 17,500 people were at present employed on Concorde work at BAC and Rolls-Royce, and an estimated further 8,500 at suppliers and sub-contractors.

Education of seafarers

Answering a question on steps taken to implement the Rochdale Committee's recommendations on the education and training of seafarers, Mr. Grant said: 'We have consulted the various interests concerned with the implementation of these recommendations which are numerous and far-reaching and, in some cases, contentious. Substantial progress has been made in some directions, for example in up-dating syllabuses and introducing new training courses for cadets leading to nationally recognised educational qualifications as well as to the Department's certificates of competency. Further improvements in the training of seafarers are likely to be made as consultations proceed.'

FRIDAY, NOVEMBER 12

Wreck of 'Richard Montgomery'

Referring to continuing public concern over the hazard presented to the town of Sheerness, by the wreck of the ammunition ship s.s. 'Richard Montgomery', a Member asked for a statement describing the results and recommendations of the recent survey and the precautions to be taken on land to minimise the impact of an explosion of the wreck. Mr. Grant said: 'The risks of explosion of the wreck is small and is decreasing with the passage of time. The results of the recent review of the situation regarding the wreck are being announced today and I have written to my hon. Friend. I understand that essential local services have contingency plans to cover emergencies.'

(*See also page 352*)

IMCO measures to prevent pollution at sea

Mr. Grant was asked what further progress had been made in the Intergovernmental Maritime Consultative Organisation on measures to prevent pollution of the sea, and to improve safety at sea. He answered: 'The Seventh Assembly of the Organisation, meeting in London from October 5 to 15, took a range of decisions for the improvement of safety at sea and the reduction of marine pollution. Several were of particular importance to this country.

'The Assembly adopted an amendment to the International Convention for the Prevention of Pollution of the Sea by Oil, 1954, which will limit the size of cargo tanks in tankers in order to limit the quantity of oil likely to be spilt if the ship is damaged in a casualty. The limitation will affect new tankers ordered on or after January 1, 1972, and the Assembly recommended Governments to implement it as soon as possible without awaiting formal entry into force. Secondly, the Assembly adopted amendments to the International Convention for the Safety of Life at Sea 1960, which render mandatory the observance of traffic routeing schemes approved by IMCO, including the scheme in the Dover Straits. Here too the Assembly recommended Governments to implement the requirement for their own flag ships as soon as possible. This step arose from the United Kingdom proposal which I described in the Adjournment Debate on on July 28.

'Thirdly, the Assembly decided that the International Conference on Marine Pollution to be held in 1973 should have as its main objective to achieve by 1975 if possible, but certainly by the end of the decade, the complete elimination of wilful and intentional pollution of the sea by oil and other noxious substances and to minimise accidental spills. The Organisation will now give priority to the preparations for this Conference. The Assembly urged Governments meanwhile to implement the 1969 amendments to the 1954 Oil Pollution Convention without delay.

'Finally, in addressing the Assembly I criticised the long delays before Governments bring into force the important agreements reached through the Organisation. Other Delegations shared this view and the Assembly decided to initiate work on the revision of the procedures for bringing decisions into force with a view to reducing these delays.

Government surplus sales

MINISTRY OF DEFENCE

November 24-25, 1971 Miscellaneous Stores

Location: TA & VR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd (Dept L), Bank Buildings, Graham Square, Glasgow E.1. (Tel: 041-554 2447)

Air compressors; electric motors; welding sets; various pumps; fire-fighting equipment including, suction and delivery hose; suction heads; LA nozzles etc; steel boxes; machine tools including, turning and screwing machines; horizontal millers; lathes; morticing machines; 25-ton hydraulic press; 36 in. autoscythes; sawmasters; blacksmiths forge; various types of clothing; textiles; furniture etc.

November 30 Miscellaneous Stores

Location: Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks

Auctioneers: Bartle & Son (Dept L), 52 Merrion Street, Leeds LS2 8JH. (Tel: 0532 20898)

10-ton roller; concrete mixer; diesel fork lift trucks; drilling and grinding machines; guillotine and shearing machines; circular saws; welding equipment; lubricating equipment; charging sets; compressors and pneumatic tools; firefighting equipment; cable; tyres; electrical, signal and wireless equipment; MT spares; tool kits and hand tools; hydrauli cand screw jacks; household and kitchen equipment; ladders; ironmongery; plastic sheets 160 ft × 90 ft; electric fires and irons; watches; compasses; tents; canvas; carpets; curtains; kitbags; camp equipment; blankets; sheets etc; blue and khaki greatcoats; battledress; denims; raincoats: overalls; shoes and other clothing; chairs; tables; wardrobes; chests of drawers; desks; beds and numerous items of other miscellaneous stores.

December 1-2 Miscellaneous Vehicles, Road Making equipment, Heavy Engineering Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel: 0602 54272)

Commercial vehicles including, heavy duty trucks and tractors; excavators; loading shovels; dozers; half tracks; graders; dumpers; fork lift trucks; trailers; 20-ton tractors; breakdown trucks; coaches; hydraulic tippers; refuellers; saloon cars; estates; travellers; light vans; motor cycles etc.

December 7 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Marts Ltd. (Dept L), Market Square, Bicester, Oxon OX6 7AL. (Tel: 08692 2073)

Heavy engineering equipment including, compressors; agricultural tractors; dumpers; cranes; loading shovels; concrete mixers; vehicle spares; ratchet and screw jacks; tyres; machine tools; portable field ovens; various paints; delivery and suction hose; welding sets; furniture; miscellaneous kitchen equipment; clothing including, drill shorts; green bush jackets; white shirts; vests; denim overalls; blue greatcoats and battledress; haversacks; mixed rags; plastic sheets 160 ft × 90 ft; webbing etc; large quantities of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

DEPARTMENT OF THE ENVIRONMENT

November 24, 1971 at 10 am

Location: Department of the Environment Supplies Division Stores, Bay 5, Ashton Vale Road, Bristol 3

Auctioneers: Stanley Alder and Price, 7 St. Stephens Street, Bristol 1

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: Direct from auctioneer.

View days: Day preceding and morning of sale.

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FURNITURE AND CLOTHING; 18 various chairs, 20 spring interior mattresses 4ft. 6., 60 latex mattresses, 3ft., 86 pillows, many as new, 26 CARPETS, Stairs carpets and rugs, aircraft seats, 100 b.s. Greatcoats, as new. 41 Packa jackets, and other jackets, duffel coats.

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☐P75 General printing and publishing (Q)
☐P71 Manufactured stationery (Q)
☐P87 Miscellaneous manufacturers of paper and board (Q)
☐P68 Miscellaneous packaging products of paper and film (Q)
☐P69/74 Newspapers and periodicals (Q)
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☐P6 Pottery (Q)

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☐M4 Overseas transactions 37½p p.a. (A)
☐M5 Insurance companies' and private pension funds' investment 37½p p.a. (Q)
☐M6 Overseas travel and tourism 37½p p.a. (Q)
☐M7 Acquisitions and mergers of companies 37½p p.a. (Q)

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Nov. 4, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Sept. 16, 1971
UK balance of payments (Q)	Sept. 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Oct. 14, 1971
Catering trades turnover (M)	This week
Chemicals industry (Q)	Aug. 26, 1971
Companies:	
Acquisitions and mergers (Q)	This week
New companies registered:	
Gt. Britain (M)	Oct. 21, 1971
N. Ireland (M)	Sept. 30, 1971
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Nov. 11, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	Sept. 30, 1971
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Oct. 28, 1971
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	Oct. 14, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	Oct. 14, 1971
Footwear industry production, orders and deliveries (M)	Nov. 11, 1971
Foreign trade:	
EFTA trade (Q)	Sept. 16, 1971
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	This week
Hire purchase business (M)	Nov. 11, 1971
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	Oct. 28, 1971
Wales index (Q)	Sept. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Oct. 14, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	Sept. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	Nov. 4, 1971
Volume of production (M)	Nov. 4, 1971
Motor industry:	
Car and commercial vehicle production (M)	Nov. 4, 1971
Motor trades turnover (M)	This week
Office development permits (Q)	Sept. 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Oct. 28, 1971
Retail trades:	
Index nos. (M)	Nov. 11, 1971
N. Ireland index (M)	Nov. 11, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	This week
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	Oct. 14, 1971
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	Oct. 7, 1971
Cotton production (M)	Nov. 4, 1971
Hosiery production (M)	Oct. 21, 1971
Wholesale houses sales (M)	This week
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Nov. 4, 1971
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Nov. 11, 1971
UK official reserves (M)	Nov. 11, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	This week
Customs notices of interest to exporters	Oct. 7, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Oct. 21, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Sept. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	Oct. 28, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,793	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	120	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	14
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	147	148	114	148	84	70	2	–62
2nd qtr	121	126.3	169	170	119	104.3	142	142	163	122	142	–67	–116	13	38
3rd qtr		126.4 p				105.4									
Mar		122.8				103 0									
Apr		125.4				104.7									
May		126.0				104.9									
Jun		127.5				103.4									
Jul		126.0 p				105.0									
Aug		126.1 p				106.1									
Sept		127.1 p				105.2									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	105.4	106.8	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24 476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	121.4	120.3	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	126.1	126 6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124 9	128.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	79
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.2	725	131		199	212	237
3rd qtr		155.3	*10.1*	133.9 p	139.2 p	248.2 p	802	121		198 p	218 p	
Mar	120	149.0	*8.8*	130.4	135.1	238.1	656	134		207	211	
Apr	117	152.2	*9.4*	132.9	136.3	239.2	704	129		200	213	
May	117	153.2	*9.8*	133.0	137.3	242.7	731	130		193	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.0	740	133		203	218	
Jul	119 p	155.2	*10.1*	135.3	139.0	246.9	788	122		198 p	214 p	
Aug	120 p	155.3	*10.3*	133.8	139.3	248.3	799	123		192 p	216 p	
Sept		155.5	*9.9*	132.5 p	139.4 p	249.4 p	819	118		203 p	224 p	
Oct				132.1 p	139.6 p		833 p	116 p		202 p	216 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Monthly report of the economic situation

The following report on the economic situation, prepared by HM Treasury, will be published in *Economic Trends* for November at the end of the month. Unless otherwise stated, the report is based on seasonally adjusted data.

Aggregate demand and activity

THE evidence now available suggests that an appreciable rise in gross domestic product may be expected between the first and second halves of 1971. Among the components of expenditure, the strong rise in expenditure on cars and durables led to a further rise of 1½ per cent in total consumer spending between the second and third quarters, and the provisional estimate for the third quarter is some 2½ per cent higher than the average for the first half of 1971. The volume of exports of goods and services in the third quarter is estimated to have been about 6 per cent above the rate for the first half year—partly as a result of exporters anticipating the US dock strike—whereas imports have probably shown little change. Little information is yet available on investment. Preliminary indications of the movement of stocks in the third quarter are that continued destocking may have temporarily restrained the growth of gross domestic product. Of the output indicators, the index of industrial production in the third quarter was only some ¾ per cent above the rate for the first half of 1971, but it appears that output in the service industries may have increased at a faster rate.

There seems to have been a significant rise in consumer spending, assisted by the increasing effects on real personal disposable incomes of the Budget and July measures and the increased availability of credit following the removal of hire purchase control in July and the introduction of the new arrangements on the control of credit. New car registrations in the third quarter were 35 per cent above the rate for the first six months of the year and preliminary indications are of a fairly high level in October. The volume of retail sales was 2¼ per cent above the rate for the first half of 1971; much of the increase was in sales by durable goods shops.

Hire purchase and instalment credit business increased substantially in the third quarter. The biggest increase was in new credit advanced by finance houses which was 37 per cent higher than in the second quarter. New instalment sales by retailers increased by 11 per cent. With the growth of hire purchase and other instalment credit business in the third quarter, the total debt owed to finance houses and retailers at the end of September was about 7 per cent higher than at the end of June.

Private sector house building in the third quarter showed a considerable rise. Private sector starts increased by 24 per cent between the second and third quarters and completions by about 4½ per cent. Both gross advances and new commitments to advances by building societies increased by around 11½ per cent in the third quarter.

The strong rise in the third quarter of housing starts in the private sector outweighed a fall in the public sector and total starts were some 12½ per cent higher than in the second quarter. Whereas total starts rose between the second and third quarters, total completions fell slightly as a result of a lower level of completions in the public sector.

After showing little change between July and August, industrial production is provisionally estimated to have risen by about ¾ per cent between August and September. Within the total, manufacturing production rose by about 1½ per cent. In the third quarter as a whole, industrial production was probably at about the same level as in the second quarter, but manufacturing production is estimated to have been around ½ per cent higher. The differences in the growth of industrial production and manufacturing production between the second and third quarters is largely due to lower mine and quarry output and to movements of output in the gas, water and electricity industries mainly as a result of the weather pattern.

The extent of the contribution of the external balance to output growth in the third quarter has been influenced by special and temporary factors. For exports, the third quarter figures seem to have been inflated by the sharp rise in the value of exports to the United States in August and September; in these two months the average was over 20 per cent above the rate for the earlier months of the year. At the same time, the volume of imports particularly of food and fuel fell back from the high rates of the first half-year.

There was a surplus on visible trade of £37 million in October. The value of exports in October was £772 million as compared with £798 million in September; the fall back in October was associated with a reduction in exports to the United States which had been running at high levels in August and September. Imports in October totalled £735 million, slightly below the September total of £739 million. In the three months August to October, the surplus on visible trade has averaged £56 million, and since net invisible earnings are estimated to have been running at some £50 million a month, the current account in this period has been in substantial surplus.

The labour market

The seasonally adjusted total of wholly unemployed (excluding schoolleavers) showed a further rise of 14,000 between September and October, while the number of adult vacancies fell by 1,600. The continued decline in the demand for labour in recent months, despite the substantial increase in expenditure, may partly reflect the running down of stocks from the high levels in the earlier months of the year. But, it also seems likely that employers have continued to react to cost pressures by reviewing labour requirements.

Prices (not seasonally adjusted) and earnings

After rising by 0.6 per cent in July the retail price index rose only marginally in August and September. Partly as a result of the purchase tax cuts, the rise in the index between June and September this year was lower than in the corresponding period of 1970. Most of the components of the index rose more slowly between these months in 1971 than in 1970, but on the other hand seasonal food prices did not fall as sharply this year as in 1970.

The Department of Employment has now published an index of the retail prices of all items except items of food the prices of which show significant seasonal variations. The exclusion of seasonal food prices removes most of the seasonal variation which occurs in the all-items index. The new index shows that retail prices in August and September rose at a considerably slower rate than in the earlier months of the year and in the same months of 1970.

The rise in wholesale prices slowed down substantially between July and October. Average prices of home sales of manufactured goods are provisionally estimated to have risen by ½ per cent in the three months to October compared with an increase of 2 per cent in the preceding three months and in the same months of 1970. After rising steadily between February and July, the provisional price index of basic materials and fuel used in manufacturing fell by about 2½ per cent between July and October, mainly as a result of lower prices of food materials and copper.

The index of average earnings in August rose by about 1¼ per cent: in the first eight months of this year, average earnings have increased by 7 per cent as compared with a rise of about 9¼ per cent in the same months of 1970.

Industrial stoppages (not seasonally adjusted)

The number of industrial stoppages, which has been on a downward trend since the second quarter of 1970, continued to fall in the third quarter of 1971 to a level about 45 per cent lower than in the corresponding period last year. There was also a further appreciable fall in the number of workers involved in industrial stoppages in the third quarter. Following the abnormally high level in the first quarter of 1971 (mainly due to the Ford and postal strikes), the number of working days lost has fallen sharply and in the second and third quarters of 1971, was running at about half the rate in the same quarters last year.

Financial developments

The London clearing banks' statement for the October banking month reflects the changes in their operations which are under way following the introduction of the new credit control arrangements and the ending of their collective agreement on interest rates. Some of the banks have started to take over business formerly carried out by their subsidiaries, and it is therefore not possible to make proper comparisons with the previous month or to apply the usual seasonal adjustments. Nevertheless, it does seem that, after

MONTHLY REPORT OF THE ECONOMIC SITUATION

continued

excluding this transfer of business, both net deposits and advances increased somewhat. The aggregate reserve ratio of the London clearing banks was 16½ per cent in October, compared with the minimum requirement under the new arrangements of 12½ per cent. On October 15, one of the banks reduced its base rate (on which interest rates charged to borrowers are calculated) from 5 per cent to 4½ per cent, and the rate paid on seven day deposits from 3 per cent to 2½ per cent.

The UK official reserves rose by £82 million during October to stand at £2,171 million at the end of the month. The increase was after the advance repayment of a German Offset loan of DM. 200 million (£23 million). The spot rate for sterling opened the month at $2.4860 and closed on October 29 at $2.4914.

United Kingdom exports

The rapid rise in the value of UK visible exports in the first three quarters of 1971 as compared with 1970, has been accompaneid by a marginal increase in the proportion of exports going to North America and the Sterling Area countries. At the same time, the proportion of exports going to both the EEC and EFTA has fallen slightly. These short-term movements are partly accounted for by exporters bringing forward deliveries to the United States during the third quarter in anticipation of the dock strike.

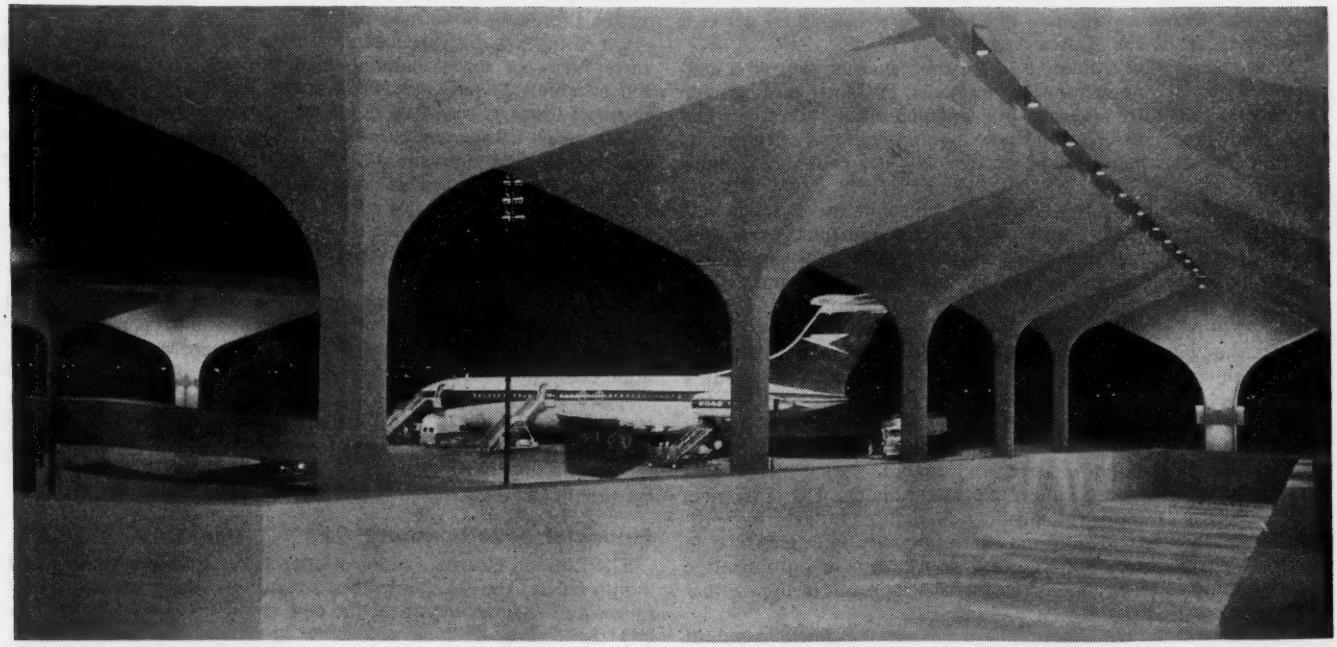
In the longer term, the area distribution of UK exports has changed substantially towards Western Europe with the EEC and EFTA replacing the Sterling Area as the UK's major market. Between 1955 and 1970, the proportion of UK exports going to the EEC rose from 15 per cent to around 22 per cent, and the proportion going to EFTA increased from 11½ per cent to around 16 per cent. At the same time, the proportion of UK exports going to the Sterling Area declined from 45 per cent to less than 30 per cent. The proportion of exports to North America rose during the early part of the period, but showed no clear trend during the 1960's fluctuating between 15 and 18 per cent. These changes in UK exports to various markets are due to a number of factors of which differences in market growth rates are probably the most important.

The commodity composition of exports has shown little overall change at an aggregate level with the proportion of manufacturers rising from 82 per cent in 1960 to around 84½ per cent in 1970. Within the total, engineering products and chemicals have gained in importance while textiles have declined somewhat.

The fastest growing of the UK's major markets in the 1960s was the United States, where imports of manufactures rose at a rate of 17 per cent between 1960 and 1970. US imports of manufactures from the UK rose at a rate of around 8½ per cent a year so that the UK's share in manufactured imports to the US declined from around 11½ per cent in 1960 to 6½ per cent in 1970. During the same period, EEC total imports of manufactures increased at a rate of 14 per cent a year; imports from the UK rose at a rate of around 10 per cent a year between 1960 and 1969. In the EFTA countries, excluding the UK, imports of manufactures are estimated to have risen at a rate of around 9 per cent a year between 1960 and 1970 with an acceleration in the period 1965-1970. EFTA imports of manufactures from the UK rose at an annual rate of over 10 per cent between 1960 and 1969 so that the UK broadly held its share in the EFTA market during the period.

UK BUSINESSMEN GOING OVERSEAS

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.



For the embarkation zone at the new Dubai International airport, Thorn Lighting have supplied Atlas tungsten-halogen floodlighting fittings—each housing a 1,500 W tungsten-halogen lamp. A bank of floods is pictured here mounted on columns. Similar floodlighting has also been carried out over maintenance and perimeter areas, whilst all roadways leading to—and within—the airport are lit by Atlas Alpha Five and Gamma Two lanterns. Thorn have also supplied for Dubai, a VASI system for control of correct aircraft descent.

United Kingdom trade in October

Summary

General Assessment. There was a surplus on visible trade of £37 million, seasonally adjusted, in October. This was somewhat lower than the surplus in September. Exports fell back while imports were little changed. In the three months, August to October, the surplus has averaged £56 million a month and, since net invisible earnings are estimated to have been running at some £50 million a month, the current account has in this period been in substantial surplus.

Exports. The value of exports in October was £772 million* on a balance of payments basis seasonally adjusted. The fall back from the September figure of £798 million was associated with a reduction in exports to the USA which had been running at high levels in August and September. After the sharp rise earlier in the year in the value of exports the underlying trend has continued upwards, though at a more modest rate: in the three months August to October there was an increase of 3 per cent compared with the preceding three months, higher prices contributing rather more to this increase than a greater volume of exports.

Imports. In October imports totalled £735 million on a balance of payments basis seasonally adjusted. During this year the volume of imports has remained fairly steady, the slight upward trend in value being due to higher prices.

* In October, as in September, the net adjustment to the export figures for factors affecting recording has been provisionally assessed at nil (see Note 1(e)). From January 1970 to August 1971 all figures for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, the figures for the visible balance include an addition of 2 per cent of the value of exports as an allowance for under-recording.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values¶ — £ million per month

	Exports (fob)††	Imports (fob)‡‡	Visible balance
1969	588	600	−12
1970	657	657	+ 0
1969 1st quarter	547	590	−42
2nd quarter	582	598	−16
3rd quarter	610	598	+12
4th quarter	615	615	− 0
1970 1st quarter	642	623	+19
2nd quarter	654	666	−12
3rd quarter	623	647	−24
4th quarter	709	691	+18
1971 1st quarter	664 r	687	−23 r
2nd quarter	757 r	722	+35 r
3rd quarter p	778 r	718	+60 r
May	734 r	701	+33 r
June	778 r	737	+41 r
July p	764 r	718	+46 r
August p	771 r	697	+74 r
September p	798 r	739 r	+59 r
October p	772	735	+37
May-July p	759 r	719	+40 r
August-October p	780	724	+56

¶ Components and totals are rounded independently.
†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for US military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.
r Revised estimates (see Note 1(f)).

TABLE 1A. Three-monthly averages ‖

	Exports (fob)††	Imports (fob)‡‡	Visible balance
1970 November	704	698	+ 5
December	709	691	+18
1971 January	677	669	+ 7
February	656	664	− 8
March	664	687	−23
April	708	720	−11
May	749	727	+22
June	757	722	+35
July	759	719	+40
August	771	717	+54
September	778	718	+60
October	780	724	+56

‖ Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values¶ — £ million per month

	Overseas trade statistics basis (fob) §§	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (fob)
1969	612	−27	+ 4	588
1970	672	−28	+13	657
1969 1st quarter	562	−26	+12	547
2nd quarter	600	−30	+12	582
3rd quarter	640	−24	− 6	610
4th quarter	645	−27	− 3	615
1970 1st quarter	655	−26	+13	642
2nd quarter	669	−29	+13	654
3rd quarter	638	−27	+13	623
4th quarter	726	−31	+15	709
1971 1st quarter	679 r	−29	+14	664 r
2nd quarter	775 r	−34	+15	767 r
3rd quarter p	796 r	−29	+10	778 r
May	752 r	−33	+15	734 r
June	796 r	−34	+16	778 r
July p	776 r	−27	+15	764 r
August p	782 r	−27	+16	771 r
September p	831 r	−33	—	798 r
October p	805	−34	—	772
May-July p	775 r	−31	+15	759 r
August-October p	806	−31	+ 5	780

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
† See Note 1(e).
p Provisional estimates.
r Revised estimates (see Note 1(f)).

TABLE 3. IMPORTS

Seasonally adjusted values¶ — £ million per month

	Overseas trade statistics basis (cif) §§	Adjustments to balance of payments basis: US military aircraft Arrivals	US military aircraft Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis (fob)
1969	693	−16	+ 5	−68	−14	600
1970	754	− 2	+ 1	−78	−19	657
1969 1st quarter	674	−17	+11	−68	−10	590
2nd quarter	699	−22	+ 5	−68	−16	598
3rd quarter	695	−16	+ 1	−68	−14	598
4th quarter	703	− 8	+ 3	−68	−15	615
1970 1st quarter	716	− 2	+ 0	−72	−19	623
2nd quarter	762	− 3	+ 0	−77	−16	666
3rd quarter	741	− 1	+ 2	−79	−16	647
4th quarter	799	− 2	+ 1	−84	−23	691
1971 1st quarter	794	− 1	+ 2	−87	−20	687
2nd quarter	818	− 1	—	−85	−10	722
3rd quarter p	818	− 1	—	−86	−13	718
May	795	− 1	—	−85	− 8	701
June	831	− 1	—	−87	− 6	737
July p	809	− 0	—	−82	− 9	718
August p	798	− 1	—	−88	−12	697
Sept. p	846 r	− 1	—	−89	−17	739 r
October p	844	− 2	—	−84	−24	735
May-July p	812	− 1	—	−85	− 8	719
Aug.-Oct. p	829	− 1	—	−87	−18	724

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

UK TRADE IN OCTOBER
continued

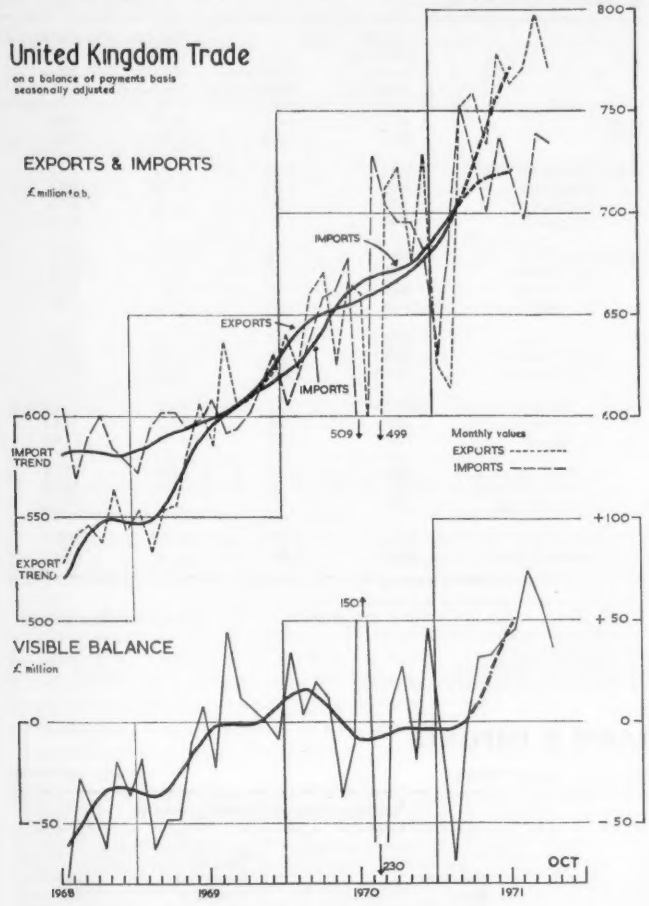
Exports

General Comment. Though there was a fall in the value of exports in October, the three monthly averages have continued to rise in recent months. The seasonally adjusted values of exports in the first nine months of this year, and consequently figures for the visible balance also, have been revised upwards (see Note 1 (f)).

Market Pattern§. In recent months exports to the United States had been running at a high level in anticipation of the East Coast dock strike which began at the beginning of October. A substantial decline in exports to the United States was therefore not unexpected. Exports to Canada, however, continued to grow and those to most other markets in October maintained their previous high levels.

All main markets shared in the 3 per cent rise in the value of exports between the latest three monthly periods; the most marked increases between May-July and August-October were to North America, the sterling area and Western Europe.

Commodity Pattern§. Exports of beverages and tobacco were markedly lower in October. In the third quarter these exports had been running at a monthly rate of about £30 million, largely reflecting substantial shipment of whisky to the US; in October the



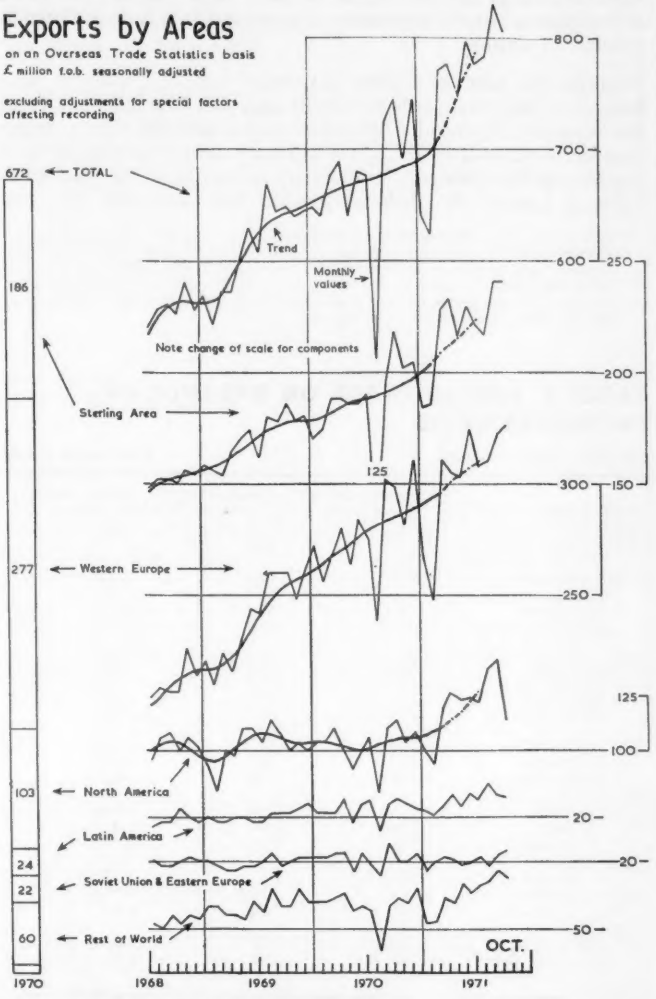


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ‡	Imports cif	
			Total	Excluding US military aircraft, etc.
1969	2nd quarter	618.8	706.0	684.1
	3rd quarter	611.3	676.7	661.2
	4th quarter	660.8	701.7	694.1
1970	1st quarter	649.5	715.4	713.5
	2nd quarter	688.0	785.0	781.8
	3rd quarter	608.5	719.3	718.8
	4th quarter	741.6	797.4	795.3
1971	1st quarter	673.4	811.3	809.9
	2nd quarter	794.9	829.3	828.4
	3rd quarter	767.4 r	790.0 r	789.3 r
	August	719.2	732.0	731.1
	September	785.3 r	830.8 r	830.0 r
	October p	782.7	839.8	838.1

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS
Overseas trade statistics basis§

Seasonally adjusted values** £ million fob per month

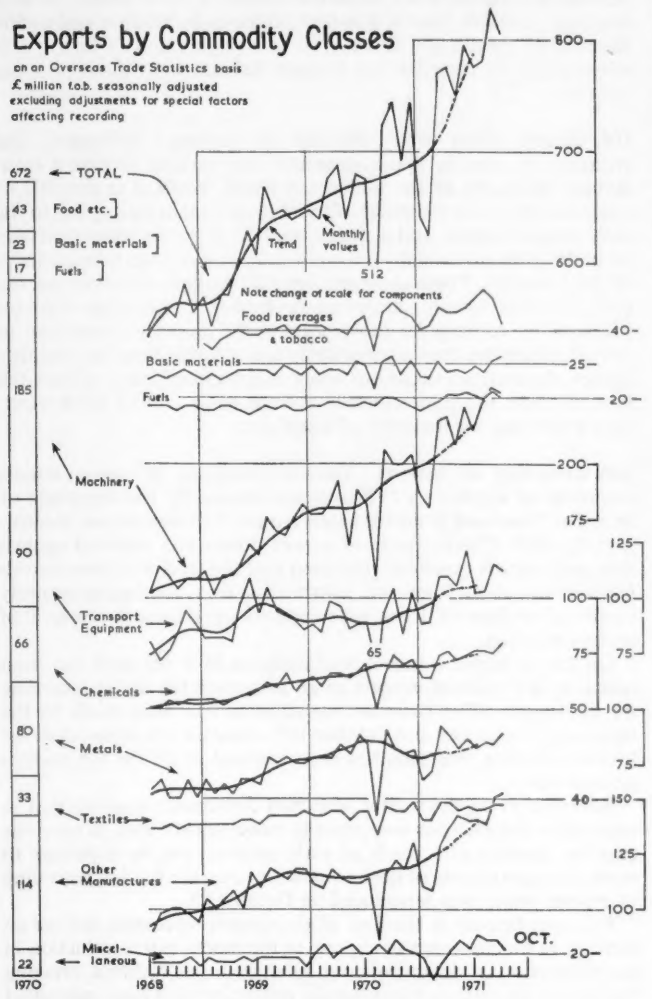
		Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of world
				Total	EEC	EFTA				
1970		672	186	277	147	107	103	24	22	60
	4th quarter	726	208	296	156	115	108	26	22	65
1971	1st quarter	679	199	276	145	108	105	23	20	56
	2nd quarter	775	227	311	165	118	124	30	20	66
	3rd quarter	796	225	312	167	114	133	31	21	72
	August	782	217	310	162	116	137	35	19	71
	September	831	241	322	171	117	141	30	23	76
	October p	805	241	326	170	125	114	29	25	73
	May-July	775	222	312	168	115	123	29	21	69
	Aug.-Oct. p	806	233	319	167	119	131	31	22	73

§ See Note 1(b).
p Provisional estimates.
** No adjustment has been made in this table for special factors affecting the recording of exports.

figure fell to £18 million. Between May-July and August-October about a half of the overall rise in total exports was in exports of machinery, which rose by 7 per cent. There were moderate increases also in most other classes of exports except fuels and road motor vehicles, which were little changed.

Imports

General Comment. At £735 million on a balance of payments basis, imports were little changed between September and October. The underlying trend has been rising slowly; in the three months August-October, imports averaged £724 million a month, 1 per cent higher than, on average, in May-July. Between these two three-monthly periods, import prices have risen slightly; the volume of imports was little changed.



Commodity Pattern§. Between the three months ended July and the latest three-monthly period, imports of finished manufactures rose sharply by 12 per cent in value, with very high arrivals in September and October of motor cars and other consumer goods as well as machinery, while imports of industrial materials increased by 3 per cent. Within the latter group, imports of basic materials were 2 per cent higher and of semi-manufactures 4 per cent higher. Fuel imports however were 2½ per cent lower in value, and imports of food, beverages and tobacco decreased by 5 per cent.

Sources of Imports§. In October, imports from the sterling area, Western Europe and North America were lower than in September and arrivals from other areas little changed or higher. Comparing the three months August-October with May-July, imports from Western Europe increased by 5 per cent; within the area, arrivals from EEC rose by 6 per cent and imports from EFTA countries by 3 per cent. Imports from the sterling area were little changed between the two three-monthly periods, while those from North America were 3 per cent lower. Arrivals from other and smaller sources of imports were slightly higher.

§ See Note 1(b).

Notes

1(a) **Trade figures on a Balance of Payments Basis.** The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments 1971* (Table 7 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

(*continued on next page*

TABLE 6. EXPORTS: COMMODITY CLASSES Overseas trade statistics basis§

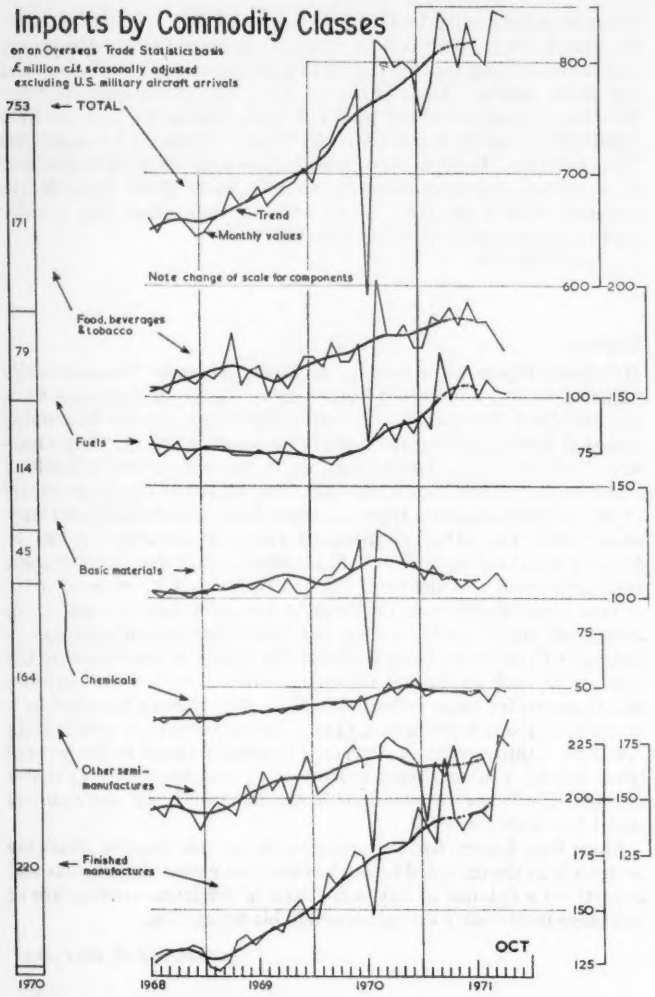
Seasonally adjusted values** — £ million fob per month

						Manufactures									
							Machinery and transport equipment								
		Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1970		672	43	23	17	567	275	185	70	20	66	80	33	114	22
	4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971	1st quarter	679	44	21	16	584	290	195	75	21	67	78	32	115	15
	2nd quarter	775	50	22	21	660	328	218	87	25	74	85	36	140	24
	3rd quarter	796	56	24	21	666	333	224	81	25	75	83	35	143	27
	August	782	58	21	19	659	329	227	80	21	76	85	35	138	26
	September	831	55	26	23	699	355	234	85	30	75	84	37	150	26
	October p	805	43	28	20	698	343	232	86	22	80	89	37	152	21
	May-July	775	51	22	21	655	325	216	86	23	73	83	35	141	25
	Aug.-Oct. p	806	52	25	21	685	342	231	84	25	77	86	37	147	24

§ See Note 1(b). p Provisional estimates.
** No adjustment has been made in this table for special factors affecting the recording of exports.

UK TRADE IN OCTOBER
continued

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.



1(c) **Visible balance.** The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in note (a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) **Trends.** Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) **Recording of exports.** The re-emergence of some under-recording of exports in 1970 was announced by the Secretary of State for Trade and Industry in the House of Commons on November 16, 1970. Checks made of export documents received against ship and aircraft manifests indicated that the level of under-recording had been about 2 per cent. Information from continuing monthly checks up to June 1971 has not suggested any change in the level of under-recording.

On this evidence a provisional addition of 2 per cent has been added to the value of exports as an allowance for under-recording up to August 1971; however, no addition has been made to the figures for September and October 1971 since the net adjustment for factors affecting recording has been assessed at nil for the reasons given below.

Information on the receipt of export documents suggests that in September and October they came in more quickly than in previous months, perhaps as a result of early preparations by exporters to meet the requirements of the new scheme to ensure the full recording of exports which was introduced on October 25.

This speeding-up in the flow of documents represents neither an increase in the shipment of exports in the month nor a reduction in the proportion of documents not submitted, but rather a bringing forward of documents which would otherwise have been submitted

TABLE 7. IMPORTS: COMMODITY CLASSES Overseas trade statistics basis §

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1970	754	752	171	79	323	114	45	164	173	171	9
4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971 1st quarter	794	792	181	100	312	110	48	154	197	195	7
2nd quarter	818	817	188	106	319	107	47	165	191	190	11
3rd quarter	818	817	181	104	320	107	47	166	205	205	10
August	798	797	184	108	310	107	43	160	191	190	12
September	846	846	177	103	333	111	49	174	230	229	9
October p	844	843	171	102	339	105	48	186	225	224	10
May-July	812	811	186	107	318	106	47	165	192	192	10
August-October p	829	828	177	105	328	107	47	173	216	214	11

§ See Note 1(b).
p Provisional estimates.

in a later month. It is therefore necessary to make some reduction from the recorded figures for this speeding-up.

There is also the possibility that exporters' preparations for the new recording system resulted in under-recording being reduced in advance of the new scheme for recording exports, and this casts doubts on the appropriateness of an addition in September and October for under-recording of 2 per cent, when this is necessarily based on checks of manifests for shipments in months before the details of the new scheme had been made known to individual firms. Any addition for under-recording in September would be offset by a deduction for speeding-up referred to above.

At this stage, the net adjustments appropriate to September and October cannot be quantified precisely. They may well be small compared with the addition that had been made of £15/£16 million to the monthly figures up to August. It has therefore been considered appropriate to make, provisionally, no net allowance for recording influences for September and October, an assumption which will be reviewed when further information is available.

It is to be expected that after the introduction of the new arrangements for export recording, not only will the submission of documents be more complete, but some further speeding-up in the flow of documents will occur. Appropriate adjustments to the recorded figures may be needed until the new scheme settles down.

1(f) **Revisions to seasonally adjusted export figures.** The allowances each month for seasonal factors are assessed using an 'updating' programme which was described in an article 'The seasonal adjustment of United Kingdom overseas trade figures' published in *Trade and Industry* on February 17, 1971. They are usually revised with the issue of the December figures in January when they are recalculated using the main computer programme described in the same article.

A recent full computer analysis has indicated that the strong upsurge in exports in the spring was rather faster than was estimated at the time in calculating the provisional seasonal factors. In consequence the seasonally adjusted export figures previously published will need rather larger corrections than usual. In order, therefore, to anticipate, in part, the normal year-end revisions the seasonally adjusted figures for the first nine months of the year have been revised upwards. The effect of the revisions has been to add £1 million a month to the export figure in the first quarter, £9 million a month in the second quarter and £2 million a month in the third quarter, with corresponding revisions to the visible balance. The revisions for the whole year cannot, however, be completely anticipated in advance and further revisions will need to be made when the full figures for 1971 have been compiled.

2. Detailed particulars of United Kingdom imports and exports will be published on November 25* and further analysis of the figures will be found in Tables 124 to 143 in the Monthly Digest for December†, due to be published in the second week of January 1972.

* Overseas Trade Statistics of the United Kingdom, November 1971, published by HMSO, price £1.85 (annual subscription £25.05).
† Monthly Digest of Statistics, published by HMSO, price 60p (annual subscription £7.75).

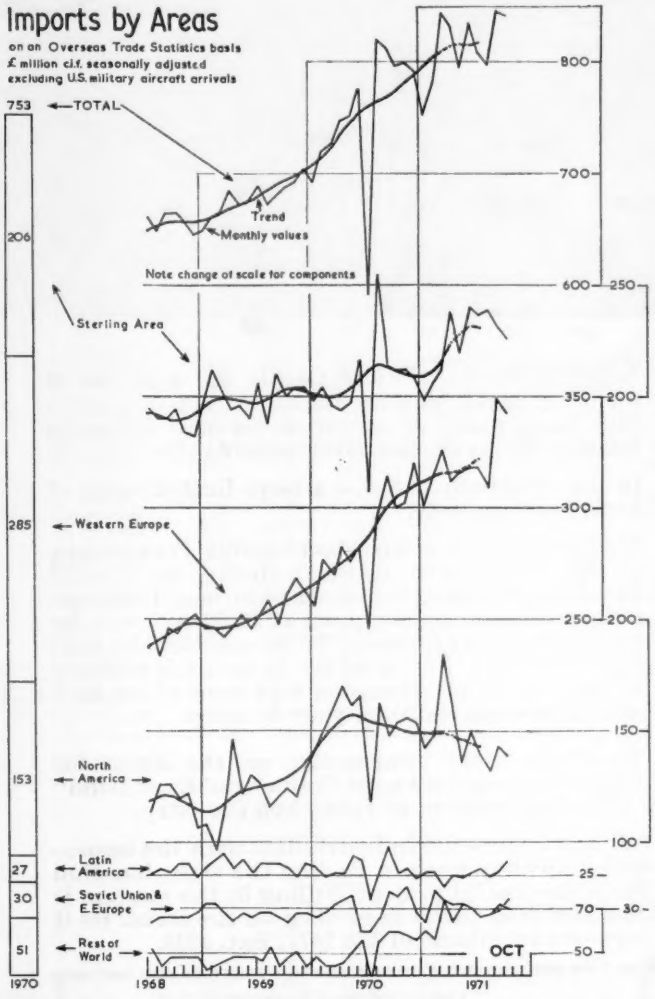


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TABLE 8. IMPORTS: AREAS Overseas trade statistics basis §

Seasonally adjusted values

£ million cif per month

		Total	Total excluding US military aircraft, etc.	Sterling area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of world
						Total	Excluding US military aircraft, etc.			
1970		754	752	205	285	155	153	27	30	51
	4th quarter	799	797	211	307	156	154	26	35	58
1971	1st quarter	794	792	206	314	159	158	24	31	63
	2nd quarter	818	817	232	315	149	148	25	29	69
	3rd quarter	818	817	237	323	139	138	26	27	67
	August	798	797	239	309	133	132	24	27	67
	September	846	846	232	348	144	143	26	32	69
	October p	844	843	226	343	141	139	31	30	74
	May-July	812	811	232	317	142	142	26	29	69
	August-October p	829	828	232	333	139	138	27	30	70

§ See Note 1(b).
p Provisional estimates.

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Index of industrial production for September

THE provisional estimate index of production for September 1971, prepared by the Central Statistical Office, is 127.1 (seasonally adjusted). For manufacturing industry alone the figure is 129.3.

For the three months July to September 1971, it is provisionally estimated that production as a whole was 0.1 per cent higher than the figures for the preceding three months, April to June 1971; for manufacturing industries alone there was an increase of 0.4 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco					Engineering and allied industries							
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113.2	90.1	114.2	108.7	106.8	112.3	121.8	123.4	116.0	122.6	121.9	120.6	93.2	111.7	110.3
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.8	124.8	139.3	149.2	127.2	131.3	146.6	144.0	85.4	118.6	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	158.0	128.1	134.9	152.3	148.6	86.1	115.9	115.4
1969 3rd quarter	123.2	81.2	126.3	118.7	114.5	126.9	138.7	151.8	129.2	132.8	147.9	148.5	84.8	121.6	118.2
4th quarter	123.5	76.9	126.7	122.1	119.2	127.8	142.8	152.7	128.1	133.8	143.1	145.2	86.0	118.3	119.8
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.0	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.5
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.5	82.4	126.7	121.3	116.8	129.8	157.8	159.0	126.9	133.9	158.5	154.5	86.1	113.8	103.4
2nd quarter	126.3	82.1	127.8	124.1	117.3	137.1	158.9	160.3	130.6	136.5	152.8	158.0	83.6	121.6	106.6
3rd quarter p	126.4	79.5	128.4	124.9	119.1	136.0	152.7	161.6	128.8	133.5	155.5	156.1	83.1	117.9	109.3
April	125.4	83	126.6	124	116	139	159	157	128	136	149	153	84	119	103
May	126.0	82	128.3	123	117	135	166	156	133	136	154	159	84	128	110
June	127.5	81	128.5	125	119	137	153	168	131	138	156	161	84	118	107
July p	126.0	79	128.4	126	119	139	151	159	130	136	158	159	83	116	114
August p	126.1	80	127.4	122	118	130	152	159	128	133	155	155	83	122	101
September p	127.1	80	129.3	127	120	139	155	167	128	132	154	154	83	116	113
April-June (av.)	126.3	82	127.8	124	117	137	159	160	131	136	153	158	84	122	107
July-September (av.) p	126.4	80	128.4	125	119	136	153	162	129	134	156	156	83	118	109

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111.3	112.4	107.7	106.8	107.6	101.5	105.8	115.8	117.8	112.2	109.6	114.6	119.8	115.3	116.9
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.2	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	118.9	136.2
1970	114.9	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1969 3rd quarter	112.5	114.0	107.6	115.1	122.4	93.9	103.1	128.0	127.5	130.1	110.5	124.8	145.7	118.2	132.4
4th quarter	114.3	118.0	102.5	114.1	123.2	90.9	101.3	126.0	124.2	129.2	112.8	125.2	141.1	117.2	138.9
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.0	112.4	106.5	117.4	125.5	90.6	104.7	131.5	131.5	131.3	118.7	111.6	146.3	116.4	148.9
2nd quarter	101.6	101.6	101.3	117.0	124.3	87.6	106.3	134.4	132.8	137.4	117.9	117.2	150.0	120.1	157.5
3rd quarter p	103.2	104.1	100.3	118.9	126.7	88.6	107.5	135.0	131.7	141.0	111.9	119.5			157.9
April	105	106	102	116	122	88	107	133	134	133	122	117	151		157
May	105	104	106	120	126	87	112	134	131	138	118	116	145		148
June	95	95	97	115	124	88	100	137	134	141	114	119	154		168
July p	108	110	101	119	127	88	108	126	126	128	108	117			152
August p	102	102	99	117	125	88	105	136	130	145	109	120			164
September p	100	100	100	121	128	90	109	143	139	150	118	121			158
April-June (av.)	102	102	101	117	124	88	106	134	133	137	118	117	146†		158
July-September (av.) p	103	104	100	119	127	89	108	135	132	141	112	120	150†		158

† Latest available 3 months (April-June) and previous 3 months (January-March).

Unit value and volume index numbers for September

BOTH the export and import unit value indices on a balance of payments basis rose by a little over one half per cent in September. As a result the terms of trade index was unchanged from its revised level for August of 110 (1961 = 100). In the third quarter as a whole the unit value index for exports was 2 per cent higher than its level in the second quarter, while the import unit value index rose by 1 per cent between the two quarters.

The unit value index for exports of machinery and transport equipment continued to rise a good deal faster than the indices for the other broad groups of exports. The index for this group was nearly 4 per cent higher in the third quarter of 1971 than in the second, mainly due to rapidly rising unit values for motor vehicles and non-electrical machinery. Unit values of textile exports fell back slightly in the third quarter, after rising fairly sharply in the second quarter; those of chemicals, after some reduction in the second quarter, reverted to the higher levels of the earlier months of the year, while the unit values of metals, which have moved little over the past year, remained virtually unchanged in the third quarter.

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1969 1st quarter	123	126	103 r	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100 r	147	154
1970 1st quarter	131	131	101 r	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131 r	143	109	162	149
2nd quarter	135 r	146	108	164	168 r
3rd quarter p	137	149	109	160	168
1970 October	131	137	105	164	167
November	132	139	106	163	155
December	131	141	108	160	164
1971 January	130	143	110	153	141
February	131 r	143	109	158	137
March	132 r	144	109	174	168
April	135	145	107	166	172 r
May	135	146	108	160	162 r
June	136 r	147	108	165	170 r
July p	137	148	109 r	160	166
August p	136 r	150 r	110 r	156	167 r
September	137	151	110	165	172

† Export Unit Value Index as a percentage of the Import Unit Value Index
p Provisional estimates. r Revised.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	99	102	98	100	101	103	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133
February	131	129	120	96	151	131	116	134	119	125	152	134	133
March	131	130	120	95	151	132	117	135	120	124	153	135	135
April	132	131	121	95	152	133	117	136	123	125	155	136	135
May	132	131	121	95	152	134	116	137	123	126	154	137	137
June	132	133	122	96	150	135	118	138	123	126	156	138	137
July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	158	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146
April	136	139	123	119	146	144	124	148	130	132	155	154	144
May	137	140	123	121	147	146	126	150	128	134	156	156	148
June	138	141	123	124	148	147	126	151	129	136	159	157	149
July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152

Although the unit value index for imports of fuels rose by nearly 4 per cent between the second and third quarters the index did not rise during the third quarter itself, The last stage of this year's increases in crude oil prices, due under the agreements negotiated early in the year with the oil producing countries, took effect in June and it seems clear that the increases are now all being felt in the price of oil reaching this country. The unit value index for imports of food, drink and tobacco rose by a little over 1 per cent in the third quarter with a continued sharp rise in the unit values of butter outweighing falls in the unit values of many of the other commodities in the group.

Trends in United Kingdom trade were discussed in the article on trade in the third quarter which was published in *Trade and Industry* of November 4, 1971.

Notes: (a) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an 'Overseas Trade Statistics' basis. The adjustments which have to be made to the figures recorded in the 'Overseas Trade Statistics' to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments 'Pink Book'. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(b) The index numbers on an 'Overseas Trade Statistics' basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(*continued on next page*)

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) **1961=100**

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	157	104	110	203	223	155	151	155	196	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186
June	168	108	128	197	245	163	159	164	210	142	147	155	187
July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205
April	168	111	99	225	248	173	165	176	235	155	152	166	198
May	154	97	93	221	226	172	157	173	222	144	143	167	203
June	171	114	106	232	248	171	166	174	219	141	135	169	210
July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225

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VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	211	210	155	147	156	195	132	134	148	187
2nd quarter	158	158	103	114	194	229	227	155	148	156	197	132	139	148	184
3rd quarter	153	153	101	103	210	216	215	145	146	145	186	127	119	140	167
4th quarter	165	164	107	114	215	237	236	162	163	161	206	143	132	154	192
1971 1st quarter	163	162	107	107	228	233	232	149	141	152	193	133	127	145	177
2nd quarter	163	162	109	101	224	233	232	169r	164r	171r	217	144	139	161r	212r
3rd quarter	160	160	103	102	205	239	238	169	175	168	216	143	134	158	212
1970 January	146	146	103	107	197	201	200	155	150	156	198	130	136	147	186
February	153	152	103	110	190	218	216	152	145	152	186	126	134	144	181
March	152	152	106	107	186	214	213	159	147	161	200	139	133	154	193
April	157	157	104	110	190	226	224	163	151	162	199	135	139	157	187
May	157	157	101	110	195	232	230	148	137	147	192	122	131	135	183
June	161	160	103	121	197	228	226	156	155	160	200	139	146	151	182
July	122	122	76	65	198	177	177	155	155	157	210	135	140	147	179
August	169	169	121	123	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	163	198	146	135	159	185
October	165	164	108	120	204	233	231	168	183	164	211	137	134	160	187
November	166	165	111	110	231	235	233	155	154	154	203	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171
February	160	159	110	110	201	230	230	138r	132	141	183	121	120	135	164
March	173	172	108	104	255	248	247	168	162	171	208	152	148	164	196
April	166	166	111	103	218	240	240	172r	164r	173r	223	151	145	162	211
May	159	158	105	100	221	227	227	162r	161r	164r	211	137	134	152	212
June	163	163	110	102	233	231	230	171r	166r	175r	217	145	138	169	212
July	159	159	105	100	202	234	234	166r	173	164	220	138	132	151	209
August	156	156	104	102	216	225	225	167r	172	166	217	142	136	156	204
September	165	165	101	105	199	256	255	175	178	174	212	150	135	166	222

r Revised.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 12, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Catch Me A Spy	BR/E 35781C/13/11/76	94	November 8	Rank Film Distributors Ltd.	Ludgate Films Ltd., London, Films de la Pleiade, Paris and Capitole Films S.R.L. Paris
I Monster	BR/E 35793/13/11/76	75	November 9	British Lion Films Ltd.	Amicus Productions Ltd.
Fright	BR/E 35794/13/11/76	87	November 9	British Lion Films Ltd.	Fantale Films Ltd.
Cumbernauld—Town for Tomorrow	BR/E 35797/13/11/76	27	November 10	United Artists Corporation Ltd.	Edinburgh Film Productions
Movietone News 2214	BR/E 35597/13/11/76	8	November 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2214A	BR/E 35598/13/11/76	8	November 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Murders In The Rue Morgue	F 35782	87	November 8	MGM-EMI Distributors Ltd.	American International Pictures Inc.
The Return of Count Yorga	F 35783	97	November 8	MGM-EMI Distributors Ltd.	Peppertree Productions Inc.
The Grissom Gang	F 35784	126	November 8	Cinerama Releasing (UK) Ltd.	ABC Picture Corporation
Zachariah	F 35785	93	November 8	Cinerama Releasing (UK) Ltd.	ABC Picture Corporation
Camille 2000	F 35786	119	November 8	Gala Film Distributors Ltd.	Audobon Films Inc.
Refugees 1971	F 35787	14	November 8	Contemporary Films Ltd.	Ministry of Information & Broadcasting, Poona
Un Soir Un Train	F 35788	89	November 8	Twentieth Century-Fox Film Co. Ltd.	Parc Film, Paris
The Seven Minutes	F 35789	115	November 8	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
The Gates of Silence	F 35790	15	November 9	Contemporary Films Ltd.	Como Films, Paris
Days and Nights In the Forest	F 35791	110	November 9	Contemporary Films Ltd.	Purnima Pictures, Calcutta
School for Virgins	F 35792	74	November 9	Monarch Film Corporation Ltd.	Omnia Deutsche Film Export GmbH, Munich
The Valley	F 35795	76	November 9	Contemporary Films Ltd.	Hungarofilm, Budapest
What's the Matter With Helen?	F 35796	101	November 10	United Artists Corporation Ltd.	Filmways Inc.

Amendment to the Register:
The title of the film 'Killer (Que La Bete Meure)' (F 34711) registered on March 5, 1970, which was amended to 'This Man Must Die (Killer)' has now been amended to 'This Man Must Die'.

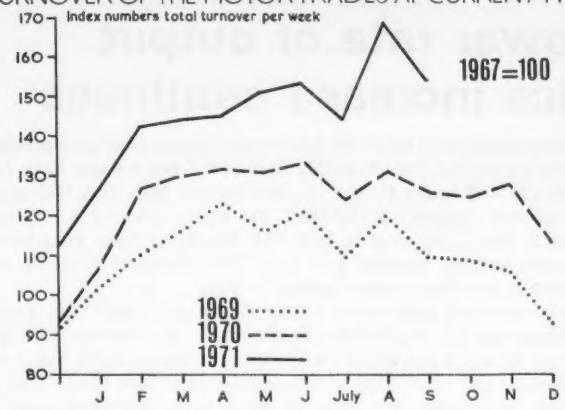
Turnover of the motor trades in September

THE total turnover of the motor trades in September was 23 per cent more than in September 1970. This was not as large as the increase on a year earlier recorded in August, but much the same as the average for the third quarter as a whole. At 22 per cent, the latter increase was half as much again as in the first and second quarters. As the statistics are of turnover at current prices they include the effects of price changes, including the reduction in the rates of purchase tax last July.

Sales of new motor vehicles in the third quarter were 35 per cent more, and sales of used motor vehicles 27 per cent more by value than in the corresponding quarter last year. In each case the increase was roughly double the average increase on a year earlier in the first half of 1971.

The value of sales in the third quarter of petrol, oil and accessories, together with receipts from servicing and repairs was 12 per cent more than in the third quarter of 1970. This increase was a little larger than on average in the first half year.

TURNOVER OF THE MOTOR TRADES AT CURRENT PRICES



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967 = 100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	148‡	138	150	155		127	142	144	145	151	153	144	168	154			
1970	13	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
1971	16§	13	14	22		19	12	11	10	15	15	15	29	23			
Analysis of turnover: Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	156‡	145	159	163		133	150	151	158	159	159	132	194	162			
1970	17	12	12	16	32	3	15	16	4	12	19	21	9	19	23	36	38
1971	23§	16	19	35		33	14	8	16	25	18	18	49	36			
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	87
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	137‡	127	139	145		106	136	136	134	141	141	137	158	141			
1970	12	10	7	15	18	4	15	11	6	14	3	16	14	16	19	20	16
1971	19§	13	15	27		15	14	12	8	14	22	24	27	29			
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	146‡	137	148	154		132	137	142	140	149	154	155	152	153			
1970	10	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14
1971	11§	11	9	12		11	9	13	7	9	10	11	14	12			

† The periods consist of four weeks except those marked* which are five weeks.
‡ Index numbers for period January to September 1971.
§ Percentage change for period January to September 1971 compared with the corresponding period for 1970.

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WHOLESALE PRICE INDEX NUMBERS

Slower rate of output price increase continues

THE provisional price index for home sales of manufactured products rose slightly in October. Monthly increases from August have been consistently well under those of earlier months this year. During the three months August to October, the index rose by ½ per cent, compared with 2 per cent in both the preceding three months and the corresponding months last year. The index in October was 7 per cent higher than a year earlier.

The provisional price index for basic materials and fuel used in manufacturing fell in October for the third successive month. This reduction brought the index to 2½ per cent below July, but it was still about 5 per cent higher than in October last year. The fall since July was largely the result of lower prices for food materials and for copper.

Materials and fuel purchased by selected broad sectors of industry (Table 1)

The index for electrical engineering fell ¾ per cent as a result of lower prices for copper and brass products. Changes in index numbers for other sectors in October were mostly downward, but were slight.

During the three months up to October, index numbers for most sectors of manufacturing have fallen. Exceptions were the clothing and footwear and timber industries, where index numbers have risen a little though less fast than in the preceding three months. Prices of construction materials have also risen at a reduced rate since July.

Output of broad sectors of industry: Home sales (Table 2)

The index for the food manufacturing industries fell a little in October, but index numbers for non-food sectors rose slightly or were unchanged on provisional figures. In October index numbers

CHART 1
All Manufacturing Industry

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED 1963 = 100

1968 SIC		1970		1971			1970	1971							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	124.9	127.3	129.7	133.1	133.9	125.8	130.4	132.9	133.0	133.5	135.3	133.8	132.5	132.1
	Basic materials	124.9	126.8	129.0	131.5	132.3	125.9	129.5	131.3	131.2	131.9	134.0	132.2	130.6	130.2
	†Fuel	124.8	129.9	133.8	143.0	143.4	125.1	135.3	142.3	143.4	143.4	143.4	143.4	143.4	143.4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	127.0	127.8	131.2	137.3	137.9	126.5	133.2	137.2	137.3	137.4	138.9	137.9	136.7	136.3
	Basic materials other than fuel	127.5	127.3	130.7	136.0	136.6	126.8	132.7	136.1	135.9	136.0	137.9	136.7	135.2	134.7
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	121.6	126.5	127.4	126.0	128.0	124.6	125.6	125.3	125.4	127.1	129.7	127.9	126.4	126.2
Order V	Chemicals and allied industries	123.7	127.8	131.3	134.1r	135.9	125.7	132.3	133.1	133.9r	135.3r	136.4r	136.0	135.3	135.6
311 and 312	Steel industries	127 8	131.7	135.4	140.8	140.9	130.7	136.3	139.7	141.3	141.4	141.2	140.8	140.7	140.9
Order VII (excluding MLH 342)	Mechanical engineering industries	137.2	138.9	140.5	147.2	148.1	137.9	141.5	146.2	147.6	147.9	148.3	148.1	147.8	147.6
Order IX	Electrical engineering industries	150.7	146.0	146.9	153.8r	152.0	147.1	150.1	155.8	153.5r	152.0r	153.0r	152.3	150.7	149.4
361	Electrical machinery industry	147.0	146.2	147.4	154.1r	154.1	145.9	149.1	153.9	154.3r	153.9r	154.6r	154.1	153.6	153.0
Order XIII	Textile industries	104.3	103.8	105.6	108.6	110.2	102.4	106.3	107.4	108.8	109.7	110.2	110.6	109.9	109.6
Order XV	Clothing and footwear industries	121.6	122.6	124.0	126.4	128.1	122.2	124.5	125.4	126.4	127.5	128.0	128 1	128.3	128.4
Order XVII	Timber industries	135.6	137.4	139.9	142.8	143.9	136.6	140.7	142.1	143.0	143.3	143.7	143.9p	144.2	144.2
481 to 484	Paper industries	135.5	137.3	139.7	141.6	141.9	136.2	140.1	141.3	141.8	141.7	142.1	142.1	141.5	141.5
Order XX	Construction materials	130.4	133.1	136.0	141.5	144.2	132.4	137.5	139.3	142.1	143.0	143.9	144.3	144.5	144.4
Part of Order XX	House building materials	132.9	135.5	138.4	143.0	145.9	134.8	139.8	141.5	143.5	144.1	145.3	146.0	146.2	146.1

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

Manufacturing Industry (other than food,drink & tobacco)

the latest two months are provisional

CHART 3

Food Manufacturing Industries

the latest two months are provisional

for the food manufacturing and steel industries were fractionally lower than three months before, but index numbers for other sectors rose between ¼ and 1¼ per cent. These increases were in most cases less than during the preceding three months.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1970		1971			1970	1971							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	129.7	132.8	135.8	138.7	140.8	131.5	136.5	137.7	138.8	139.5	140.5	141.0	141.1	141.3
	Home sales	128.7	131.4	134.4	137.2	139.2	130.4	135.1	136.3	137.3	138.0	139.0	139.3	139.4	139.6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	128.0	131.2	134.4	137.7	140.1	130.0	135.3	136.7	137.8	138.7	139.7	140.3	140.5	140.8
	Home sales	125.7	128.4	131.7	135.0	137.2	127.5	132.6	134.0	135.0	135.9	136.9	137.3	137.5	137.8
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the food manufacturing industries: Home sales	129.4	133.2	136.8	139.4	141.8	131.4	137.0	138.1	139.7	140.4	141.7	142.0	141.8	141.5
Order V	Chemicals and allied industries: Total sales	116.4	118.3	121.4	122.5	124.6	117.7	121.9	122.2	122.1	123.2	124.3	124.7	124.8	124.9
	Home sales	112.3	113.7	117.4	119.8r	121.5	113.3	118.4	119.4	119.7r	120.3r	120.1r	121.7	121.8	121.9
311 and 312	Steel industries: Total sales	130.2	134.4	134.8	141.5	142.7	132.9	135.0	139.9	142.6	142.1	142.2	143.0	142.9	142.9
	Home sales	129.6	133.8	134.7	142.7	143.8	132.0	134.8	140.5	143.7	143.8	143.9	143.8	143.8	143.8
Orders VII to XII	Engineering and allied industries: Total sales	130.1	134.2	137.5	141.2	144.1	132.6	138.6	140.0	141.1	142.6	143.5	144.2	144.5	144.8
	Home sales	129.3	132.0	134.9	138.4	140.5	131.0	135.8	137.4	138.4	139.5	140.3	140.5	140.8	141.1
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	133.5	136.8	139.9	143.3	146.2	135.7	140.8	141.9	143.3	144.6	145.8	146.2	146.6	147.0
Order XI	Electrical engineering: Home sales	127.7	130.2	133.3	134.7	136.0	129.0	133.4	134.6	134.4	135.0	135.8	135.9	136.1	136.3
Order XIII	Textile industries: Total sales	117.9	118.8	120.3	122.3	123.5	118.5	120.8	121.6	122.7	122.6	123.7	123.3	123.5	123.5
	Home sales	117.1	117.8	119.1	120.8	122.4	117.6	119.6	120.1	120.8	121.6	122.3	122.4	122.6	122.6
Order XV	Clothing and footwear: Home sales	115.7	118.8	120.6	121.6	123.4	118.5	121.0	121.2	121.7	121.8	122.6	123.7	123.9	124.2
Order XVII	Timber industries: Home sales	132.0	134.5	140.2	142.0	144.9	133.4	141.1	141.6	142.1	142.4	144.4	144.9	145.4	145.6
481 to 484	Paper industries: Home sales	132.6	135.4	137.8	139.2	140.4	134.9	138.8	139.2	139.2	139.4	140.0	140.5	140.7	140.9
Order XX	New construction‡	133	135	138	142			138			142				

‡ Index of building costs related to average for the quarter.

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WHOLESALE PRICE INDEX NUMBERS *continued*

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1970	1971			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
101	Coal	132.7	151.5	155.7	155.6	160.0
102/2	Slates	130.1	150.5	150.5	150.5	..
109/3	Salt	104.6	107.8	114.2	114.2	117.4
211	Flour	122.7	130.1	130.1	130.1	130.1
216	Sugar refined	94.4	105.1	109.6	107.8	112.5
217	Chocolate and sugar confectionery	138.9	142.6	149.4	149.0	148.9
231	Beer	147.0	152.8	154.6	154.6	154.6
240	Tobacco and cigarettes	139.0	139.9	139.9	139.9	139.9
262	Motor spirit, Two Star (including duty)	147.5	155.0	155.0	155.0	155.0
262	Medium fuel oil (950 secs.)	115.1	141.1	141.1	141.1	141.1
263	Lubricating oil and grease	115.0	132.4	132.4	132.4	132.4
271	General chemicals	108.5	114.6	115.7	115.6	115.8
272	Pharmaceutical chemicals	108.1	115.1	115.3	115.5	115.5
272	Pharmaceutical preparations	97.5	100.3	103.1	103.5	103.5
273	Toilet preparations	135.7	139.0	145.5	145.6	145.7
274	Paint	116.5	124.7	126.1	126.1	126.1
275	Soap	134.7	140.0	145.0	145.7	146.1
275	Soapless detergents	113.0	117.2	118.6	118.6	118.6
276/1	Synthetic resins and plastics materials §	100.9	103.8	103.8	103.8	103.9
279/7	Photographic paper and films and photochemical materials	124.7	127.7	131.2	131.0	131.0
311/2	Steel sheets	125.1	133.0	135.4	135.4	135.4
311/2	Tinplate	130.5	140.2	143 2	143.2	143.2
311/2	Other finished steels	132.5	141.0	144.0	144.0	144.0
312	Steel tubes	142.6	151.4	158.4	158.4	158.4
312/3 and 313/4	Iron castings	132.7	139.9	148.4	148.4	148.4
321	Aluminium and aluminium alloy products:					
	Rolled	143.2	148.9	148.9	148.9	148.9
	Extruded and drawn	142.1	152.0	152.0	152.0	152.0
	Castings	153.0	162.9	160 8	160.8	..
	Forgings	133.4	140.0	140.0	140.0	140.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	229.7	231.1	199.9	193.9	189.9
331	Agricultural machinery	129.6	135.1	139.1	140.0	140.0
336	Construction and earth-moving equipment	133.6	139.1	144.0	145.1	145.3
337/2	Cranes	128.2	130.7	135.1	134.7	134.7
339/6	Portable power tools	123.2	126.9	130.1	130.1	130.1
353/1	Dental goods	140.4	141.9	146.2	146.3	146.3
365/1	Gramophone records, etc.	106.5	111.6	112.0	114.2	114.2
368	Domestic electrical appliances	112.2	118.1	118.9	119.0	119.1
391	Tools and implements	143.7	149.7	151.1	151.2	151.2
392	Cutlery, spoons and forks	133.2	141.0	143.0	143.6	143.7
	Cutlery (other than razors and razor blades)	136.3	147.4	148.9	149.1	149.1
	Spoons and forks	159.7	169.0	170.3	170.3	170.9
399/6	Domestic hollow-ware	160.5	177.6	181.2	182.5	182.6
399/7	Vats, tanks, cisterns and other industrial hollow-ware	132.7	136.1	147.7	147.7	147.7
411	Man-made fibres	91.0	92.8	92.7	92.7	92.7
412, 414/5 and 415	Man-made fibres yarns	111.7	114.9	117.8	117.9	118.1
412/1	Cotton and cotton mixture yarns	146.8	148.0	157.9	..	..
413/1	Cotton cloth	147.6	150.1	154.9	155.2	..
413/5	Man-made fibres fabrics	115.6	117.2	120.8	121.1	..
413/6	Linen	140.9	143.4	145.4	145.4	145.4
414/1	Wool tops	73.4	72.7	74.6	72.4	70.6
414/2	Worsted yarns	97.4	97.8	102.0	100.8	99.6
415/1	Jute yarn	157.9	164.8	175.4	175.4	175.4
415/2	Jute piece-goods	147.0	147.0	161.5	161.5	161.5
416	Rope, twine and net	107.9	111.8	113.5	113.5	113.5
417	Hosiery and other knitted goods	99.6	100.8	101.1	101.1	101.1
419	Carpets and rugs	121.1	125.2	126.2	126.4	126.4
422/2	Canvas goods and sacks	116.7	117.9	123.6	123.6	124.0
431/1	Leather for footwear	135.9	135.3	138.0	138.0	..
432/1	Travel goods	126.9	134.7	135.6	135.6	135.6
441-449	Made-up clothing	118.8	120.9	123.4	123.5	123.6
441	Weatherproof outerwear	110.8	112.1	112.9	113.5	113.5
442	Men's and boys' tailored outerwear	122.6	124.2	129.5	129.5	129.5
443	Women's and girls' tailored outerwear	119.5	120.8	124.0	123.9	123.9
445/1	Women's and girls' light outerwear	117.7	118.9	119.1	119.1	119.4
450	Footwear	117.0	121.6	123.8	124.4	124.6
461/1	Refractory goods, including bricks	128.1	137.6	140.6	140.6	140.8
461/2	Non-refractory goods including bricks	127.5	134.7	138.9	139.1	139.1
	Building bricks, fletton common, *delivered*	145.8	145.8	156.4	156.4	156.4
	Building bricks, common other than fletton, *ex-works*	136.2	145.9	149.4	149.8	149.8
462/3	Domestic china and earthenware	145.3	160.7	163.5	163.5	163.5
463/1	Glass (other than containers)	125.1	131.3	137.5	137.4	137.4
463/2	Glass containers	124.4	132.2	142.5	142.5	143.1
464	Cement, delivered	137.7	137.8	163.3	163.3	163.3
469/1	Abrasive paper and cloth	128.8	134.4	140.9	140.9	140.9
469/2	Cast stone and cast concrete products	123.0	125.5	131.4	131.4	131.4
471/1	Home-grown hardwood, sawn	123.4	128.4	130.5	130.6	130.7
471/2	Building joinery	142.4	152.6	159.9	159.9	159.9
472	Domestic furniture	130.4	137.2	140.2	140.6	140.7
473	Bedding, etc.	134.1	144.5	148.2	149.2	149.2
481	Paper and board	131.3	135.9	136.6	136.8	136.8
482/1	Cardboard boxes, cartons and fibreboard packing cases	142.8	146.3	149.9	150.3	150.5
482/2	Packaging products of paper, etc.	131.5	133.2	134.1	134.0	134.9
	Paper bags	131.4	133.1	133.1	133.1	135.5
483	Manufactured stationery	139.5	147.7	147.7	147.7	147.7
484/1	Wallpaper	149.1	157.9	157.9	157.9	157.9
491/1	Rubber tyres and tubes	122,7	133,5	135,9	136,2	136,2
491/2	Rubber goods (other than tyres and tubes)	129.2	138.1	140.6	140.6	140.6
492	Linoleum and felt base	139.9	148.5	153.0	153.0	153.0
493	Brushes and brooms	126.8	131.1	132.4	132.4	132.4
494/1	Toys and games	128.6	138.5	143.4	143.6	143.9
494/2	Perambulators, etc.	126.2	136.4	142.1	142.1	142.1
494/3	Sports equipment	118.1	122.1	122.3	122.3	..
495/1	Pens and pencils	119.5	125.6	130.8	130.8	130.8
495/2	Other stationers goods	124.1	130.2	130.2	130.2	130.2
496/2	Plastics products (other than components and accessories)	99.8	103.9	104.2	104.5	104.6

§ Revised figure January 1971 = 102.5

TABLE 3(b) COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1970	1971			
	Oct.	Apr.	Aug.	Sept.	Oct.
Hides and skins	126.4	140.3	139.8	140.5 p	141.3 p
Imported	128.6	143.6	145.6	145.8 p	145.8 p
Native	123.4	135.9	132.1	133.2	135.1 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	144.4	144.4	144.4
Copper, ex-ship wharf or warehouse†	207.8	226.4	195.7	185.4	181.3
Lead, ex-ship wharf or warehouse†	190.1	178.5	170.2	155.5	147.1
Nickel refined, delivered§	191.2	194.2	194.2	194.2	194.2
Tin ingot, min. 99.75%†	170.8	165.8	158.5	158.2	156.4
Zinc, ex-ship, wharf or warehouse†	163.4	156.3	175.2	165.8	178.9
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	119.8	132.6	132.5	131.7	125.2
Whale oil, crude	177.5	127.6	125.9	125.9	125.9
Natural rubber	78.4	78.5	69.2	69.0 p	67.5 p
Sulphur, crude c.i.f. (for acid making)	124.9	117.1	112.7	112.7	112.7

	1970	1971			
	Oct.	Apr.	Aug.	Sept.	Oct.
Textiles:					
Cotton, raw	109.9	115.2	126.9	129.0	129.8
Jute, raw, PWC grades, c.i.f. Dundee	156.0	158.0	165.5	164.3	166.4
Jute, raw, PWB grade c.i.f. Dundee	144.9	146.3	152.6	151.2	152.4
Silk, raw, delivered mill	164.8	154.3	150.2	152.5	151.9
Sisal, East Africa, No. 1 grade, c.i.f. London	43.0	53.4	56.3	55.7	..
Wool, raw	66.9	68.5	70.9	68.9	67.9 p
Crossbred, medium and course, c.i.f. UK	60.6	66.8	69.8	66.5	64.5
Crossbred, fine, c.i.f. UK	67.1	69.8	71.5	69.7	67.3
Merino, c.i.f. UK	69.6	69.8	73.9	72.3	72.3
Timber:					
Imported hardwood (ex-yard or wharf)	140.0	144.8	146.9	150.2 p	150.2 p
Imported plywood (delivered to consumers)	143.1	146.1	..	..	..
Imported softwood (delivered to consumers)	140.8	144.1	..	..	..
Woodpulp, imported	146.6	150.1	150.4	148.9 p	148.6 p

† LME settlement price
§ Producers' price

Index Numbers of Wholesale Prices

The index numbers of wholesale prices relating to 1963 = 100 supersede those previously published on the base 1954 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials purchased by broad sectors of industry on the base 1954 = 100 until December 1971. From January 1969 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1963 = 100 Series. For users of other 1954 based index numbers who wish to continue the series in this way, conversion factors will be provided on request.

Price Index Numbers of Materials purchased

1954 = 100

1958 SIC		1971		
		Aug.	Sept. p	Oct. p
	Materials and fuel purchased by manufacturing industry			
Orders III to XVI	Basic materials and fuel purchased by manufacturing industry	137.0	135.6	135.2
	Basic materials	130.2	128.7	128.2
	Fuel	190.3	190.3	190.3
Orders IV to XVI	Basic materials and fuel purchased by manufacturing industry other than food, drink and tobacco manufacturing industries	141.6	140.3	139.9
	Basic materials other than fuel	133.1	131.7	131.2
	Materials and fuel purchased by selected broad sectors of industry			
211 to 229	Food manufacturing industries	130.1	128.6	128.4
263 to 277	Chemicals and allied industries†	146.1	145.3	145.7
331 to 349 (excluding 342)	Mechanical engineering industries	195.6	195.2	195.0
361	Electrical machinery industry††	185.8	185.1	184.5
Order X	Textile industries	107.5	106.9	106.6
Order XIV	Timber industry	159.3	159.7	159.7
481 to 485	Paper industries	150.1	149.5	149.5
Order XVII	Construction materials	176.8	176.9	176.8
Part of Order XVII	House building materials	179.2	179.4	179.3

† Revised figures for May 1971=143.8, June=145.3, July=146.6.
†† Revised figures for May 1971=185.9, June=185.5, July=186.4.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

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- Rubber for July.

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- Motor vehicle registrations for September.

Quarterly at 37½p a year post free:
- Aquisitions and mergers of companies for third quarter.

A complete list of titles of Business Monitors is published on page 358.

Acquisitions and mergers of companies

THIS article sets out the latest statistics on company acquisitions and mergers, giving details up to and including the third quarter of 1971.

Acquisition activity within the United Kingdom in the third quarter continued to recover from the low level recorded in the first quarter (see Table 1). There were 225 acquisitions reported in the financial press during the quarter compared with a quarterly average of 189 for the first half of the year and a quarterly average of just under 200 for 1970. The upturn in expenditure on acquisitions and mergers which began in the second quarter continued with expenditure (£288 million) much higher than in the first half of the year, though only slightly above last year's average level.

This large rise in expenditure was mainly due to several large acquisitions. Fourteen large acquisitions, each involving expenditure of over £5 million, accounted for nearly 65 per cent of total expenditure, compared with three such acquisitions in the first quarter and eight in the second quarter, accounting for 32 per cent and 50 per cent of expenditure respectively. The two largest acquisitions were Grand Metropolitan Hotels' acquisition of Truman Hanbury Buxton for £55 million and the acquisition of the Cunard Steam Ship Company by Trafalgar House Investments for £26 million.

A high proportion of expenditure on acquisitions and mergers in the third quarter was in the form of cash (39 per cent), significantly above the proportion during 1970. Correspondingly the proportions of expenditure in the form of issues of ordinary shares (43 per cent) and of fixed interest securities (18 per cent) were both below their levels during 1970.

The number of acquisitions of foreign companies by United Kingdom companies was 18 involving an expenditure of nearly £24 million. Four United Kingdom companies were acquired by foreign companies during the quarter for a total of £4.3 million. Acquisitions of United Kingdom companies by foreign companies have involved an expenditure of just under £23 million in the first three quarters of this year which is less than half the expenditure on such acquisitions during the same period last year.

The statistics set out in Tables 1 and 2 are the main items from a detailed analysis of company acquisitions published as Business Monitor M7, Acquisitions and Mergers of Companies (obtainable from HMSO each quarter for an annual subscription of 37½p). The Business Monitor for the third quarter also contains a historical analysis of acquisitions and mergers by industry going back to 1960.

Notes and definitions

This analysis of acquisitions and mergers involving industrial and commercial companies in the United Kingdom is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions.

Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not covered in this note, although the Bank of England has prepared an analysis of such acquisitions from 1966 which was published in the *Bank of England Quarterly Bulletin* for September 1971.

Valuation

The values shown relate in general to expenditure during the current period, excluding any previous investment in the company acquired. Where possible, values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of shares, etc. issued by non-quoted companies) or the cash consideration is not disclosed, acquisitions are in general valued at the net book value of the acquired company.

No method of valuing acquisitions is altogether free from objection and in comparing this series over time one must allow, in addition to the general upward inflation of values, for the considerable short-term fluctuations in share prices which will be reflected in a series where a considerable proportion of expenditure takes the form of share exchanges which are valued at market prices. For example, industrial share prices as measured by the *Financial Times*—Actuaries index rose, on average, by about two-fifths between 1967 and 1968, fell back fractionally between 1968 and 1969 and fell by over a tenth between 1969 and 1970.

Classification

Where the acquired company was a subsidiary of another United Kingdom company, it was classified to the category of inter-group

TABLE 1. ACQUISITIONS AND MERGERS WITHIN THE UNITED KINGDOM

	Acquisitions of independent companies			Mergers†			Total (1 and 2)			Sales of subsidiaries between company groups			Total number of acquisitions		
	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1969 1st quarter	163	208	358.7	1	1	1.9	164	209	360.6	26	26	42.3	190	235	402.9
2nd quarter	164	213	265.9	1	1	5.7	165	214	271.6	18	22	14.3	183	236	285.9
3rd quarter	136	164	206.9	—	—	—	136	164	206.9	23	23	19.3	159	187	226.2
4th quarter	130	157	130.1	—	—	—	130	157	130.1	24	31	23.8	154	188	153.9
1970 1st quarter	128	160	223.1	2	2	35.5	130	162	258.6	34	44	30.6	164	206	289.2
2nd quarter	128	168	388.1	1	1	4.0	129	169	392.1	26	34	43.0	155	203	435.1
3rd quarter	116	144	220.7	—	—	—	116	144	220.7	33	34	12.1	149	178	232.8
4th quarter	112	136	122.2	3	3	3.0	115	139	125.2	46	67	40.2	161	206	165.4
1971 1st quarter	89	110	62.1	—	—	—	89	110	62.1	43	49	27.7	132	159	89.8
2nd quarter	121	148	142.5	—	—	—	121	148	142.5	53	71	44.7	174	219	187.2
3rd quarter	129	156	255.7	—	—	—	129	156	255.7	40	69	31.9	169	225	287.6

†A merger is reckoned as the acquisition of the smaller company by the larger company involved in the transaction and valued at the market value of the smaller company's share of the newly formed company.

TABLE 2. SIZE DISTRIBUTION OF COMPANY ACQUISITIONS WITHIN THE UNITED KINGDOM

Expenditure (£ million)	1969		1970		1971 Q1		Q2		Q3	
	Number	£ m.	Number	£ m.	Number	£ m.	Number	£ m.	Number	£ m.
over 5	47	605.3	37	765.8	3	28.9	8	93.3	14	185.9
5 or less	799	463.6	756	356.7	156	61.0	211	93.9	211	101.7
Total	846	1068.9	793	1122.5	159	89.9	219	187.2	225	287.6

sales. Acquisitions between subsidiaries of the same company group, arising from internal reorganisation, have been ignored.

Each acquiring company is alloted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968. Industrial holding companies which cannot be reasonably classified to any of the groups distinguished, and companies trading wholly overseas are treated as separate groups. Where a company has substantial overseas interests, it is classified as far as possible on the basis of its predominant activity within the United Kingdom. The choice between classifying a company to its main activity (which may be less than half its total activity) and classifying it as an industrial holding company is sometimes a fairly arbitrary one.

Timing

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg, when a bid is declared unconditional). This date may be considerably later than the date when a bid is first announced in the press though preceding the date when the shares in the acquired company are surrendered.

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the five weeks ended October 2, 1971:

	£	£
Distributors' earnings submitted		
High cost films	966,750	
Low cost films:		
Eligible (after multiplying by 2½)	65,501	
Not eligible for 2½ times rental	13,441	
		1,045,692
Films of less than 3,000 ft. (after miltiplying by 2½)		85.547
		1,131,239
Levy collections paid to Agency by HM Customs and Excise to October 25, 1971, together with an estimate of collection approximately covering entertainments for five weeks ended October 2, 1971		560,100

The eleventh interim allocation for the fourteenth distribution period will be at the rate of 48½ per cent.

New Business Monitor for wooden containers

THE first results of a new statistical inquiry into manufacturers' sales of wooden containers have now been published in the Business Monitor series. Figures for the fourth quarter 1970 are given for cooperage products, wooden boxes, crates etc., baskets and basketware. No short period sales information has previously been available in this field.

The inquiry was started after consultation with industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service. It was expected that firms would take some time to organise their records to provide the information sought and response to the first quarter's inquiry did in fact prove to be slow. It is now, however, very largely complete. In the second quarter's inquiry, returns have been received more quickly and it is hoped to speed up publication of results in future.

The new monitor (reference P.98) is available on subscription of 37½ p per year from Her Majesty's Stationery Office, PO Box 569, London, SE1 9NH.

Steel consumption and stocks in the third quarter of 1971

Consumption of steel

CONSUMPTION of finished steel in the third quarter of 1971 is estimated, on a provisional basis at 3,985,000 tons after seasonal adjustment (5,460,000 tons ingot equivalent). This is the lowest seasonally adjusted figure since the third quarter of 1967 (see table below). The depressed level of steel consumption may be attributed, at least in part, to steel-using industries using up their stocks of steel-containing components and work in progress and so temporarily taking less fresh steel into use.

Stocks held by consumers and merchants

Returns so far received for the third quarter of 1971 confirm that there has been a continuation of the stock-reduction that started with the first quarter. The third-quarter reduction is provisionally estimated, after seasonal adjustment, as 123,000 tons (170,000 tons ingot equivalent). However, because of the reduced rate of consumption, stocks as a number of weeks' consumption (seasonally adjusted) are only slightly down and now stand at 14.5 weeks compared with 12-13 weeks estimated to be normal.

FINISHED STEEL: ESTIMATED UNITED KINGDOM CONSUMPTION

	Actual consumption		Seasonally adjusted consumption
	thousand tons	Per cent change over previous year	thousand tons
1966 1st quarter	4,280	− 2.4	4,116
2nd quarter	4,277	− 2.1	4,130
3rd quarter	3,856	+ 2.3	4,163
4th quarter	3,793	− 7.5	3,797
Total	16,206	− 2.5	
1967 1st quarter	4,001	− 6.5	3,963
2nd quarter	4,086	− 4.5	3,839
3rd quarter	3,470	−10.0	3,753
4th quarter	4,034	+ 6.4	4,036
Total	15,591	− 3.8	
1968 1st quarter	4,179	+ 4.4	4,014
2nd quarter	4,231	+ 3.5	4,081
3rd quarter	3,929	+13.2	4,240
4th quarter	4,231	+ 4.9	4,235
Total	16,570	+ 6.3	
1969 1st quarter	4,535	+ 8.5	4,364
2nd quarter	4,611	+ 9.0	4,454
3rd quarter	4,023	+ 2.4	4,349
4th quarter	4,333	+ 2.4	4,335
Total	17,502	+ 5.6	
1970 1st quarter	4,554	+ 0.4	4,443
2nd quarter	4,510	− 2.2	4,295
3rd quarter*	4,067	+ 1.1	4,393
4th quarter	4,228	− 2.4	4,228
Total	17,359	− 0.8	
1971 1st quarter p	4,581	+ 0.6	4,409
2nd quarter p	4,249	− 5.8	4,105
3rd quarter p	3,687	− 9.3	3,986

* 14-week statistical period; figures reduced to a 13-week basis for purposes of comparability.
p provisional.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in September

Note: All figures in this commentary are at current prices.

Catering trades

THE total turnover of the catering trades in the third quarter was 2 per cent more than in the second quarter, after allowing for normal seasonal movements. This suggests a continuation of the upward trend, although the rate of growth is difficult to assess because of recent fluctuations in the monthly figures.

Recent percentage increases in turnover compared with a year earlier (not seasonally adjusted) for each of the main kinds of business were as follows:

Value of caterers' turnover: percentage increases on a year earlier—

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1971 2nd quarter	9	13	9	10	−2
3rd quarter	10	10	7	12	−2

Note: Easter fell in the first quarter of 1970 but in the second quarter of 1971.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by 2 per cent in the third quarter compared with a year earlier, much in line with the average increase in the second quarter but less than that recorded in the first quarter.

Hairdressers

Hairdressers' turnover in the third quarter was 1 per cent more than a year earlier, similar to the increase recorded on average in the first half of the year.

Johnnie Walker held a reception in London recently for 70 South African hoteliers, restaurateurs and wine and spirit retailers. From left to right are Mr. David Kerr, managing director of John Walker and Sons Ltd., with 'Johnnie Walker'; Mr. and Mrs. T. Behrens (left), and Mr. and Mrs. P. Venter (right) of Distillers Corporation (S.A.) Ltd., the Oude Meester group subsidiary that imports Johnnie Walker into South Africa.

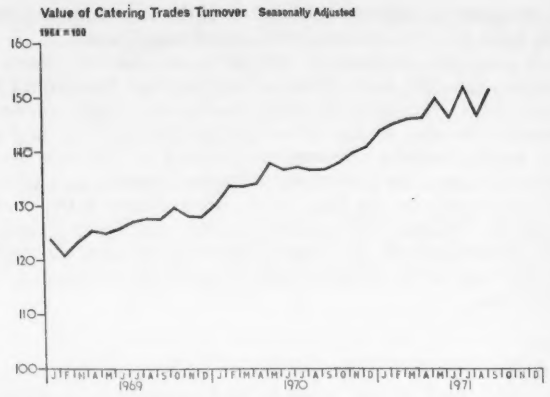

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED.

Index numbers of turnover per week (†) 1964=100

	Value at current prices (Turnover in 1964 — £1,985 million)
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1968 1st quarter	115
2nd quarter	116
3rd quarter	118
4th quarter	120
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
3rd quarter	150
1971 January	144
February	145
March*	146
April	146
May	150
June*	146
July	152
August	147
September*	152
1971 April - June	148
July - September	150
Percentage increase	2

† The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1971 period was the five weeks from August 29 to October 2, 1971. The September 1970 period was the five weeks from August 30 to October 3, 1970.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

TABLE 2. LAUNDRIES AND DRY CLEANERS (EXCLUDING LAUNDERETTES)

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec*
Total all laundries and dry cleaners (£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	103	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1971		105	113	109		102	107	107	110	117	111	112	107	109			
	1970	*4*	*1*	*5*	*4*	*6*	*3*	*4*	*–6*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
	1971	*4§*	*8*	*3*	*2*		*6*	*7*	*10*	*1*	*6*	*1*	*1*	*2*	*3*			
Laundries (£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1971		109	115	113		108	109	109	112	120	114	117	112	111			
	1970	*4*	*—*	*7*	*4*	*5*	*4*	*2*	*–5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
	1971	*4§*	*8*	*2*	*3*		*5*	*6*	*12*	*—*	*8*	*–1*	*3*	*3*	*4*			
Dry cleaners, etc. (£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1971		100	109	103		92	103	105	107	113	107	103	100	105			
	1970	*4*	*2*	*2*	*4*	*7*	*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	*12*
	1971	*3§*	*7*	*3*	*–*		*8*	*7*	*6*	*2*	*4*	*5*	*–2*	*—*	*1*			

For notes see Table 1. §January-September.

TABLE 3. HAIRDRESSERS

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	108	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1971		102	106	107		101	102	103	105	110	104	109	109	105			
	1970	*—*	*—*	*—*	*—*	*1*	*–1*	*4*	*–2*	*–2*	*1*	*2*	*1*	*—*	*—*	*–1*	*1*	*2*
	1971	*1§*	*1*	*1*	*1*		*2*	*1*	*1*	*1*	*4*	*–1*	*1*	*1*	*1*			
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	112	101	98	99	102	103	109	112*	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1971		103	108	114		105	103	100	103	108	112	117	116	110			
	1970	*2*	*3*	*2*	*—*	*1*	*2*	*7*	*—*	*–2*	*—*	*5*	*—*	*–1*	*2*	*–1*	*1*	*3*
	1971	*1§*	*1*	*1*	*2*		*2*	*—*	*—*	*3*	*5*	*–3*	*4*	*3*	*–2*			
Women's hairdressers and men's and women's hairdressers (£109 million)	1967	102	99	103	103	103	95	99	103	103	104	101	104	101	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970	103	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1971		102	106	105		99	101	104	105	111	102	107	106	103			
	1970	*—*	*–1*	*–1*	*—*	*1*	*–2*	*2*	*–3*	*–2*	*–2*	*—*	*2*	*—*	*–1*	*–1*	*1*	*2*
	1971	*1§*	*2*	*1*	*1*		*2*	*1*	*1*	*1*	*3*	*—*	*–1*	*1*	*2*			

For notes see Table 1. §—January-September.

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This book, running to about 600 pages, is published to coincide with the implementation of certain sections of the Industrial Relations Act, 1971, one of the most complex and controversial pieces of legislation ever to reach the Statute Book. It is issued in *Butterworths Annotated Legislation Service*, but is also available to non-subscribers in view of its wide general appeal. The work consists of a comprehensive General Introduction, the fully annotated text of the Act itself, Appendices of subsidiary material and an Index. To accommodate the plethora of rules and ancillary legislation that will follow the implementation of the Act, the book will eventually adopt a loose-leaf format when sufficient material becomes available, thus enabling it to be kept up to date. This detailed analysis will be particularly welcomed not only by those who will have to advise on the practical workings of the new Act, but also by those in industry and commerce who find themselves affected by certain of its requirements.

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Retailers' stocks in September

THE value of stocks at current prices held by retailers at the end of September showed an increase of 10 per cent over the corresponding month of last year; at constant prices there was an increase of 2 per cent compared with September 1970. These increases are rather above those of July and August, and more in line with the increases recorded in the earlier part of the year.

ESTIMATE OF LEVELS AND PERCENTAGE INCREASES IN RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	153	163	165	166	167	161	169	167	184	204	177
1971	N.A.	N.A.	180	181	185	187	175	182r	184			
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*5*	*3*	*6*	*3*	*5*	*6*	*6*	*7*	*9*	*12*	*12*
1971	*N.A.*	*N.A.*	*10*	*9*	*11*	*12*	*9*	*8r*	*10*			
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	118	119	127	127	127	128	122	127	125	136	150	130
1971	N.A.	N.A.	129	128	130	131	122	126r	128			
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*—*	*–2*	*—*	*–2*	*—*	*—*	*—*	*—*	*2*	*5*	*4*
1971	*N.A.*	*N.A.*	*2*	*1*	*2*	*3*	*—*	*—r*	*2*			

r = revised.

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Sales by wholesale textile houses

SALES by wholesale textile houses in September showed an increase of 8 per cent on a year earlier, compared with increases of 8 per cent in July and 10 per cent in August.

The value of stocks at the end of September was 1 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1969 4th quarter	124	*–6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
3rd quarter	115	*9*	148	*1*
1970 September	134	*2*	146	*–7*
October	153	*9*	129	*–7*
November	124	*5*	140	*–9*
December	127	*11*	143	*–3*
1971 January	66	*9*	128	*–8*
February	99	*8*	139	*–10*
March	134	*13*	147	*–8*
April	115	*12*	136	*–7*
May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*
September	145	*8*	148	*1*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	September 1971	January-September 1971	September 1971
Women's knitted outerwear, blouses and skirts	19	20	7
Women's coats, costumes, furs and raincoats	16	11	–21
Women's underwear	4	11	16
Women's hose and children's socks	–18	–16	–10
Women's millinery	– 8	– 8	–35
Haberdashery, ribbons and wool	1	8	6
Children's wear	– 5	16	– 3
Men's and boys' shirts, pyjamas and outfitting	45	31	25
Gloves	2	– 9	4
Piece-goods and nets	62	8	66
Household textiles	12	10	1
Floor coverings, furniture and hardware	13	15	2
Boots and shoes	19	13	3
Total †	8	10	1

† Including some items not included among the sub-headings.
‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London EC4 (Tel. 01-248 4444).

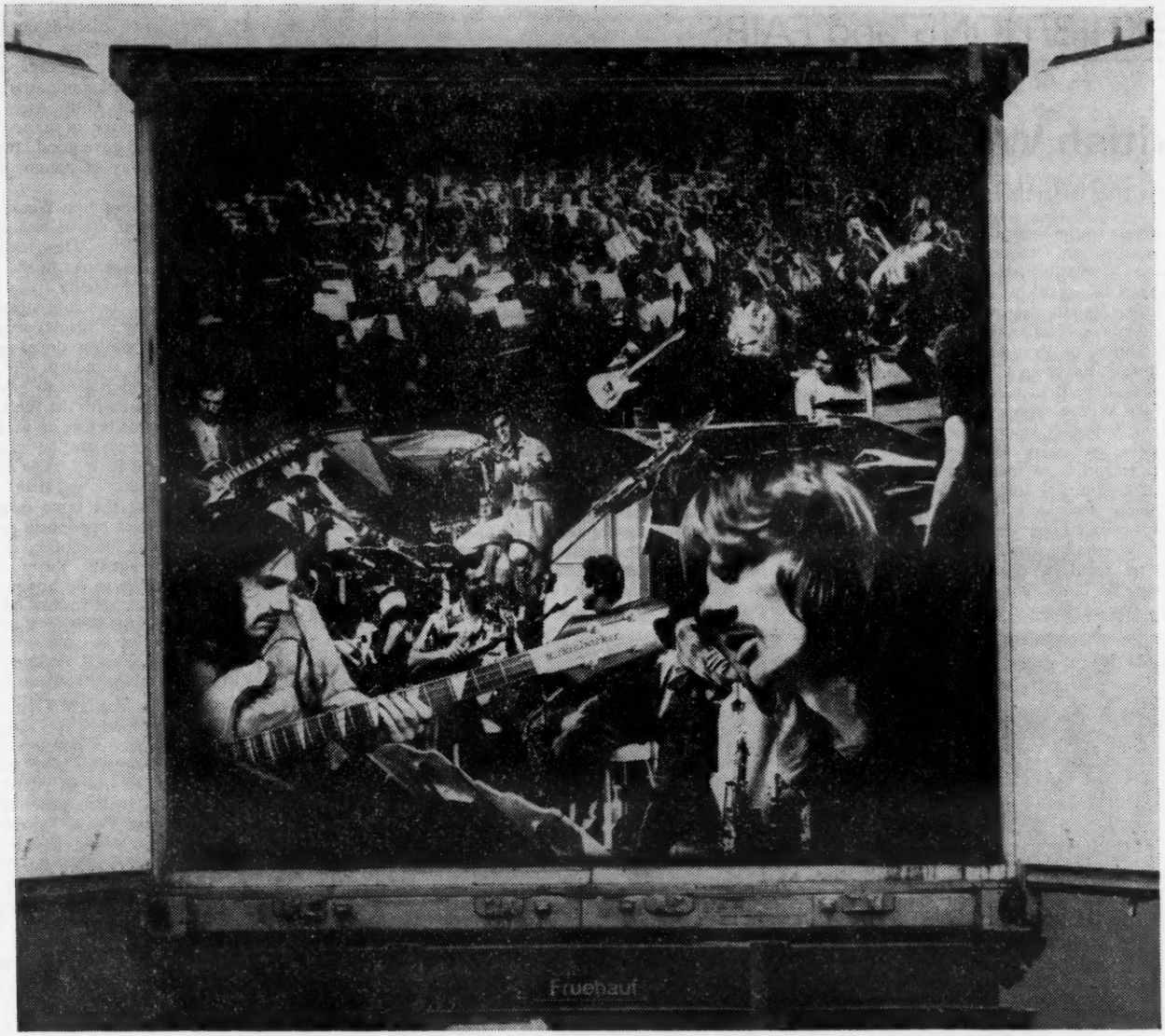
Made-up clothing: orders and deliveries

IN the three months ended August 1971 net new orders received by the made-up clothing industry were provisionally estimated to have been 19 per cent less than in the three months ended May 1971; deliveries being 5 per cent lower. Order books fell by 10 per cent from the end of May.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	165	118	120	118	115
2nd quarter	184	174	130	123	113	118
1970 April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 January	166	167	125	141	107	122
February	155	160	102	100	120	111
March	153	165	125	120	128	113
April	153	163	114	117	115	121
May	182	175	165	146	116	125
June	184	174	111	106	107	108
July	174	169	94	106	111	115
August p	160	158	82	99	105	117



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British Week in Kuwait a big success

From the British Embassy, Kuwait

THE climax to the British Trade Drive in Kuwait was reached on October 10 with the official opening of the British Shopping Week. The difficulties of organising such an event, the first ever in the Middle East, were highlighted by the coincidental arrival on the opening day, at four day's notice, of President Sadat of the Arab Republic of Egypt on a 24-hour State visit. This meant that the British Ambassador to Kuwait, Mr. John Wilton, who was summoned to attend a regal banquet in honour of the visiting President, was regrettably unable to host the official reception to mark the opening of the Week. In spite of this, the reception in the attractively decorated Embassy grounds went ahead as planned and was attended by some 2,000 people comprising mainly leading Kuwaiti personalities, local merchants and visitors from surrounding Gulf States in addition to the British Week participants from the United Kingdom who had been arriving in Kuwait over the previous few days.

In the event the opening address was given by the Commercial Counsellor at the British Embassy, speaking on behalf of the Ambassador. After the response by Mr. Khalid Al Adsani, the Kuwait Minister of Commerce and Industry, the Week was officially declared open by Mr. Anthony Grant, Parliamentary Under Secretary in the Department of Trade and Industry.

The firework display—by courtesy of Rothmans of Pall Mall—had to be postponed from October 10 to the 11th and this proved to be no bad thing. As a result of widespread and effective advertising, an enormous number of people arrived to watch the spectacle and a solid six-lane, seven mile long traffic jam built up along the coast road. This remarkable and unprecedented turn-out meant that many people had to abandon their cars and walk to the Hilton Hotel for the opening gala fashion show.

Mr. Anthony Grant seen here at the Adailiyah Co-operative during his successful tour of Kuwaiti shops.

Publicity for the events of British Week started in earnest some three weeks in advance. Carreras—who sponsored the go-karting and the team of British wrestlers led by Mick McManus—and Rothmans, carried out comprehensive advertising campaigns, while the Embassy issued its own official programme which was widely distributed throughout the local community and the lower Gulf Area. The Kuwaiti press took advantage of a new and unusual source of news and gave good coverage during British Week by way of comment and pictures.

At the heart of British Shopping Week were, of course, the 400 Kuwaiti stores and shops involved in the consumer drive. They represented the four main shopping centres in the State of Kuwait, and pre-Week publicity from them alone was enormous, Each shop and store was supplied with a large variety of display material and some of the resulting window dressing was of an exceptionally high standard. All the merchants involved had undertaken to bring in extra stocks of British products for the Week and although it will be some time before an accurate assessment of sales turnover can be gauged, initial indications are that it is well up to expectations. One immediate reaction was that Vauxhall Motors are now selling the same quantity of cars per day as they were previously selling per month, due to excellent promotion during the Week by their local agents, Yusuf A Al Ghanim & Sons WLL. It is to be hoped that British firms will be quick to follow up the advantages derived from this British Week.

Personal visits

On the second day of the Week, Mr. Anthony Grant and the Ambassador made a very successful morning's tour of a number of selected shops in Kuwait Town and Salmiyah and whose owners had made great efforts to rearrange their stores and highlight British products to the best possible effect. One attractive clothing store featured a superb window display of British historically costumed figures which had been flown to Kuwait for the occasion. This tour was a first-class exercise in public relations and the Minister's visit was greatly appreciated.

Of all the events and exhibitions which took place in support of the consumer drive—fashion shows, wrestling, swimming, karting, football, jewellery, cheeses—none was outstandingly better than the other; they were all excellent and local comment has been nothing but full of praise and admiration. Fashion, wrestling and swimming might be described as the main attractions. In all cases these were unique events and caught the imagination of the Kuwaiti public. The fashion shows which were sponsored by the

(*continued on next page*)

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BRITISH WEEK
continued

Department of Trade and Industry were well staged by the Clothing Export Council and in the modern style of pop music and dance routines, represented an entirely new and exciting spectacle. All the items included in the shows were readily available from various Kuwaiti stores. Local opinion is that the United Kingdom has stolen a march in fashion displays here and that other countries are now going to find difficulties in emulating this performance. Sales from the Hilton Hotel by local merchants exhibiting at the shows who had previously purchased £200,000-worth of women's clothing, were very good though figures are not yet available.

The wrestlers, led by Mick McManus, performed for seven out of eight nights, which was no mean feat—the culmination being a private televised show arranged by the Carreras' agent before an audience of 5,000 including Sheikh Abdulla Jaber, personal adviser to the Amir, and Shiekh Sa'ad, Minister of Defence and Interior; likewise, the team of Olympic swimmers captained by Chris Walkden, carried out an intensive programme of coaching and displays during the Week and proved too great a match for the Kuwaiti National Swimming team on the final day gala, though the latter broke six national records.

Good ambassadors

Without exception, fashion models, wrestlers and swimmers are all worthy of the highest commendation for the excellent way in which they conducted themselves as ambassadors of the United Kingdom.

Karting, football and the discotheque were all equally successful and drew large numbers of people. Our footballers, who included Sir Stanley Matthews, Danny Blanchflower, Jimmy Hill and Jimmy Greaves—to name but a few of the past internationals who came to Kuwait—acquitted themselves very well and beat a local team which included six Kuwaiti nationals 4-3.

The popularity of the discotheque—set up in the Phoenicia Hotel—can be measured by the fact that the hotel management has just negotiated its purchase and a Kuwaiti agent has been appointed to represent the manufacturers, Son et Lumiere Equipment Ltd.

The jewellery exhibition, strategically placed in the Hilton Hotel next to the fashion show, and displaying some £2½ million of goods, recorded a large number of visitors and many new contacts were made. Exhibitors were reluctant to put a figure on sales, but there are indications that some very good business was done. Many of the jewels were modelled for a Kuwait Television camera unit early on in British Week and have since been shown on local television.

The display of British cheeses by the Milk Marketing Board, despite its modest size, also did well. For the first time, a Kuwaiti agent has been appointed and an order for 2 cwt of cheese already placed.

Throughout the Week, Brenda Wheeler as 'Miss British Week in Kuwait' and Eleanor Bradburn, the BOAC 'Miss Speedbird' played an active part in attending functions and generally adding a touch of English charm and beauty to the proceedings. Meanwhile Mr. Tony Eckles, one of BOAC's prize-winning chefs, assured diners at the Hilton Hotel of a rich, varied and excellently cooked menu of British dishes.

In conclusion, the thanks of this Embassy on behalf of the DTI and BNEC should go to the British Trade Drive sponsor in Kuwait. Sayyid Ahmad al Ghanim, doyen of the local merchant community. Sayyid Yusuf not only put a fleet of Vauxhall cars and Bedford vans at the disposal of the participants free of charge, for the whole Week, but his enthusiastic and untiring efforts to assist the smooth-running of the whole Drive represents a substantial contribution to its success. And the success of this year's Trade Drive and British Week is not in doubt; for Kuwait it was an unprecedented manifestation and has drawn much praise from the local community.

Last date for applications

THE Department of Trade and Industry is organising in conjunction with several trade associations 'Familien England i Forum', an exhibition of British consumer goods in Copenhagen from May 2-9, 1972, as part of the 1972 Trade Drive in Denmark. Final date for applications is Tuesday, November 23. Manufacturers wishing to participate should contact Mr. B. Poole, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London, EC4M 7HU. (Tel: 01-248 5757, ext. 2707.)

Fabrics and leather for 1972 previewed at New York show

From the British Trade Development Office, New York

FIVE British leather tanners took part in the National Outerwear and Sportswear Association (NOSA) 29th Annual Suppliers Exhibit at the McAlpin Hotel, New York from October 24-27. This was the fourth consecutive joint venture that the Leather Institute have organised for this event, in co-operation with the Department of Trade and Industry.

The NOSA Show is staged to enable suppliers to the United States apparel industry, to display a wide range of fabrics, leather, accessories and services, which will be available in 1972. Outerwear manufacturers from all over the US and Canada visited the Show, the major portion of which was devoted to displays of the currently popular double, warp and raschel knits, corduroy, denim and pile fabrics, and a selection of stretch wovens which are expected to figure prominently in 1972 fashions for men.

Leather apparel for both men and women continues to be popular in sports and leisure wear in the United States, and as in previous years the British Leather group were kept busy during the four days of the show. Guy Reaks, Director of the Leather Institute, reported that many sample and some good orders had been taken by the British exhibitors.

Combined exhibit

Following its success at the 1970 Show, the Leather Institute again presented their own small, but comprehensive, exhibit of leather products for the US garment industry and samples of leather from nine British companies were successfully displayed in a combined three booth exhibit.

Of particular interest to buyers were suede leathers with a washed denim look, machine washable ultra light weight chamois, and delicately embroidered suedes, an entirely new British technique.

Speciality leathers, of a type not available from domestic tanners, present British firms with their best export opportunities in a very competitive North American market, and it was very gratifying to learn from the British exhibitors that they were well pleased with the results of their efforts at the NOSA Show.

(Left) On the Light Leather Co. Ltd. stand at the NOSA New York exhibition, Allan Plaice, Mrs. Mark Horn, and, Mr. Mark Horn, from Light Leather gave details of their products to Danill Sarosky of the Freeland Shirt Co. (Right), William A. Edwards of Gomshall & Associates Tanners provided facts and figures for Hy Engel, of J. J. Sheepskin Co, Montreal.

A general view of the British section of the Long Beach Sailboat Show (above). Mr. John Brown, Consul (Commercial), discussing a 'Tornado' catamaran exhibited by Sailcraft Ltd. with a potential purchaser (right).

Long Beach Sailboat Show a 'must' for the serious exporter

From the British Consulate-General, Los Angeles

FOLLOWING in the footsteps of last year's successful joint venture, the British boating industry again took over a substantial portion of the Third Annual Long Beach Sailboat Show, which was held at the Long Beach Arena from October 22-31. The 17 British participants in the officially sponsored joint venture added their contribution to the already considerable British presence in Long Beach—which is now dominated by the majestic *Queen Mary* moored across the bay from the show and attended by a fleet of red double decker buses.

This year's Sailboat Show attracted well over 61,000 visitors, which represented a 10 per cent increase over the attendance figures for last year's show. By catering exclusively to the sailboat enthusiast, the show attracts visitors who have gained a well-earned reputation for their discrimination and knowledge, coupled with an interest in quality and innovation—an interest which the large British contingent was both willing and able to satisfy or cultivate.

In addition to the displays of sailing craft, inflatables, marine hardware, sailing accessories and clothing, put on by the 125 exhibitors, there was a daily schedule of lectures, discussion panels and films. The British marine industry was very ably represented on this schedule by Mr. Ian Godfrey of Lewmar Marine and Mr. Michael Henderson of Henderson Pumps who both participated on discussion panels during the show.

The Ship and Boat Builders National Federation, who jointly sponsored the joint venture with the Department of Trade and Industry, were represented on their information stand by Mr. Paul Wagstaff, who received many inquiries about subscriptions for the array of British yachting publications on show.

A 'first' for the show was Space Age Electronics' competitively priced, compact automatic pilot. Managing director, Mr. Walter Toubkin, was kept constantly busy throughout the show demonstrating the first working model of this automatic pilot for yachts, whilst his wife, Rita, found herself equally busy taking the orders. Other British exhibitors showing the latest and best in British marine electronics were Brookes and Gatehouse Ltd., EMI Marine, and Electronic Laboratories (Marine) Ltd.

Return visit

Returning for his second consecutive appearance at this show, Mr. M. Handford of Cranfield Sails found his persistence paying off and he took several useful orders back to Burnham-on-Crouch. The marine hardware field was particularly well represented with Jack Holt Ltd., who were exhibiting in collaboration with their newly established West Coast agent, and also M. S. Gibb Ltd., who in addition to their own winches and hardware, displayed a range of Henderson Pumps with whom they have joint warehousing facilities on the West Coast. Thomas Foulkes found that their colourful galley cloths aroused considerable interest whilst the Peter Storm stand was kept busy with a stream of inquiries about their attractive range of waterproof clothing.

The remainder of the approximate 20 per cent of total show area occupied by the official British group, contained a wide range of sailing craft which included a 25 ft. 'Tiger' sailing cruiser from Queen's Award-winning Westerly Marine, two of Newbridge Boats 'Corribee 21's', a 'Vivacity 20' by Russell Marine and three boats from Richmond Marine's 'Skipper' range.

Sailcraft's immaculate 18 ft. 'Tornado' became the star of the show on the evening of October 29 when an intrepid local dealer, arrayed in full sailing gear (by courtesy of Jack Holt) climbed the steeply angled Cat trailer and was photographed for the press performing contortions on the Cat's trapeze. The large crowd attracted to this impromptu display found much to interest them in the adjacent British booths.

Spinnaker launcher

In addition, dories from Dell Quay Sales Ltd. and from Shetland Boats were also exhibited. Mr. Paul Stevens on the Shetland Boat stand spent the 10 days at the show demonstrating his company's spinnaker launcher.

Despite the current obstacles to exporting to the West Coast (the import surcharge, dollar devaluation and prolonged West Coast dock strike), the exhibitors were generally agreed that Long Beach is the show for the exporter who is seriously interested in selling in the affluent waters of Southern California. As regular show appearances certainly seem to pay dividends it is to be hoped that the *Queen Mary* will see the return of some of her sea-loving countrymen next year.

Budapest International Trade Fair

PARTICIPATION in the Budapest International Trade Fair has long been found by British companies to be an effective means of either breaking into the Hungarian market or consolidating and improving an existing position.

The Department of Trade and Industry has organised a British Pavilion at this event each year since 1964, and intends to do so again in 1972 providing there is sufficient support from British industry. Although this is a general industrial exhibition it is thought that there are particular opportunities for manufacturers of equipment used in the textile, food, packaging, building and construction industries.

Companies requiring further information on the Fair (May 19-29, 1972) or wishing to apply for space should contact Mr. D. V. Griffiths, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London EC4M 7HU, before December 17, 1971. Telephone: 01-248 5757 (ext. 7213).

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British stand at Data/ Kontor sole national exhibit

From the British Embassy, Stockholm

THE Data/Kontor 71 computers and office equipment exhibition, which opened in Stockholm on October 20, was staged for the first time in the recently built exhibition hall at Älvsjö on the outskirts of Stockholm.

A total of 173 stands displayed the products of 374 firms, many of them of international status. Fourteen countries were represented, but the British stand was the sole national exhibit.

The emphasis was very much on data processing and calculating machinery with conventional office machinery well behind in numbers of exhibits.

Nine firms participated in a joint venture group, showing a wide variety of products predominantly on the computer side. Sponsors were the Business Equipment Trade Association, who manned the information stand.

The largest stand in the British group was that of International Computers Ltd. with a wide range of products in the data field attracting favourable comment, particularly concerning design and colour. Lamson Industries, with a range of continuous stationery and associated machinery, had a large display, and computer packs and magnetic data tape were displayed by Mastertape (Magnetic) Ltd. (back again for a second time), and RCA Magnetic Products Ltd. D Mac Ltd. showed a digitiser and computer compatible co-ordinator.

Many visitors

Wiggins Teape Ltd. exhibited a range of NCR paper, Sperry Rand Ltd. memory and disc systems, and the stand of Trend Electronics Ltd, with their range of peripheral equipment attracted many visitors.

Master Addresser Ltd. returned for the second successive year with their versatile hand addressing machine which is becoming well known in the Swedish market.

Outside the joint venture group there were a considerable number of British products on display, one of the largest stands being Rank Xerox AB with an impressive show of copying equipment, equipment for the despatch of document copies through the telephone system, and micro-film accessories.

Reports at the close of the event indicated that participation had been well worth while for the joint venture group, and many of them will be back for the next Data exhibition in 1974.

'Wool for choice'

AN exhibition of carpets and furnishings entitled 'Wool for Choice' opened at Wool House, Carlton Gardens, London on November 9. It continues until November 25. All the merchandise was selected by *Homes and Gardens* and shown in a 16 page supplement in the November issue. The seven room sets shown in the Wool House exhibition have been chosen to show the infinite variety in colour and texture of wool carpets available now at retail level. There are 1,500 carpet ranges that carry the Woolmark (ie 100 per cent pure new wool); that includes 128 different ranges of Axminster, Wilton, and tufted, and 42 ranges of plains, for a start.

Joint venture display at Metal Show

From the British Consulate-General, Detroit

CONSISTENTLY high quality of inquiries in considerably lower volume. This was the unanimous opinion of the 'old hands' among the British exhibitors at the 1971 Metal Show held in Detroit's Cobo Hall from October 18-October 21. In all, six British firms participated in a joint venture under the combined sponsorship of the Westminster Chamber of Commerce and the Department of Trade and Industry. This was the third time that British firms had exhibited under joint terms at this annual event.

In common with the majority of such events in the United States at the present time, the show attendance figures (which were estimated to be around 14,000) reflected the current economic climate and the number and size of exhibits were smaller than in previous years. In the opinion of the British exhibitors, however, this reduction in volume was to a large extent offset by the fact that the visitors to the show were, for the most part, decision makers in their own companies and all participating British companies expressed satisfaction with the results of their appearance in Detroit.

Automatic Systems Laboratories Ltd. met with a good deal of interest in their high temperature strain gauge developed by Dr. Noltink of Central Electricity Research Laboratories, as well as in their capacity transducers for creep strain measurement, while Avery Dennison Ltd. demonstrated a creep-testing machine and a testing machine used by tribologists for studying lubrication and wear. The latter machine was the focus of attention of Detroit area automotive engineers concerned with the development of the Wankel engine.

Undoubtedly one exhibit which drew the attention of every visitor passing their stand was the Fulmer Research Institute's dynamic surface tension meter which had been calibrated to give direct readings of the concentration of alcohol in samples of some popular domestic beverages! In addition to this novel use of an instrument normally used on industrial applications, the Institute displayed a lift tension meter used for checking lift ropes—the model shown on the stand had been used to correct the imbalance in the tensioning of the rigging in Mr. Heath's *Morning Cloud*—as well as details of the Institute's creep-resisting alloys and its facilities for research in metals, ceramics and plastics.

Steady flow

Metals Research Ltd. was showing for the first time the 'Quantimet 360', an image analysing computer for measuring grain size in steels and for checking non-metallic inclusions and capable of measuring 2,000 fields in two minutes. This and other similar equipment on the adjoining stand of the company's associate firm, Image Analysing Computers Ltd., enjoyed a steady flow of interested visitors, as did the stand on which Torvac Ltd. presented for the first time in the United States their line of electron beam welders. Both end-users and would-be distributors were anxious to have details of the Torvac range and we expect to see these machines being distributed in the United States in 1972 as a result of their exposure at Detroit this year.

For the first time, the Metal Show incorporated a congress on technology for Productivity and among the experts in this field who presented papers at the more than 100 technical sessions were officers of AERE Harwell, British Steel Corporation, Cambridge University, Fulmer Research Institute, Imperial College of Technology, University of Leeds, University of Liverpool, Magnesium Elektron Ltd., University of Nottingham and Henry Wigan and Co. Ltd. The 1972 Metal Show will be held in Cleveland from October 16-19.

(*See picture on next page*)

Trends Electronics Ltd.'s stand at the Data/Kontor 71 exhibition attracted a great deal of attention (left); customers on the RCA Magnetic Products Ltd. stand (right).

Five inches of inquiries at Paint Industries Show

From the British Consulate-General, Detroit

THE representatives of the four British companies exhibiting at the 36th Paint Industries' Show in Detroit from October 27-October 30 were unanimous in their approval of this event as a first-class shop window for the presentation of their products in the United States. They were participating in the show as members of a joint venture under the combined sponsorship of the London Chamber of Commerce and the Department of Trade and Industry.

On the stand of Elcometer Instruments Ltd., there were displayed a total of 26 different instruments for measuring surface coating thickness, ranging in price from 2½p to £200 and the continual interest of visitors in this display left the managing director, Mr. I. C. Sellars, with no time for a break during the entire second day of the show. Proof that he had not laboured in vain was a stack of inquiry cards five inches high which had accumulated on this stand by the end of the show, and use of one of the wide range of instruments on display proved the thickness of one inquiry card to be seven thousandths of an inch, thus demonstrating that the three-day accumulation represented 714 inquiries!

Mr. Peter Speakman, manager of the Laboratory Instruments Group of Applied Research Laboratories reported a high level of interest in his company's F.O.C. 100 Colorimeter which uses fibre optic light guides to link a remote sensing head to the instrument, which is able to carry out colour matching of paints and other materials in both liquid and solid state. The show enabled Mr. Speakman to demonstrate the instrument to important prospective customers in the United States and an agent was appointed.

Working demonstrations of manual and automatic electrostatic powder-coating equipment were an important feature on the stand of Controsion Electrostatic Ltd., and Mr. J. D. Toff, chairman of the company, considered the show to be an important one for his organisation. United States manufacturers of paint powder are naturally anxious that their materials be applied with the finest equipment available and since all the leading domestic manufacturers of powders were at the show, the London firm was able to demonstrate to them the latest British equipment for powder application. Controsion Electrostatic Ltd. are well established in North America and 80 per cent of this company's products are shipped abroad.

Paper presented

Cray Valley Products Ltd. presented a range of sophisticated acrylic resins and the company's sales director, Mr. J. S. Huntley, reported that the show afforded his company an opportunity to demonstrate its products to the leading users in the United States. Further, this company's Mr. A. R. H. Tawn presented a paper on 'Radation Curing in Europe' at one of the technical symposia held concurrently with the exhibition. Other British participants in the technical sessions were Mr. K. K. Flory, director of the Paintmakers Association of Great Britain and Dr. D. A. Plant of I.C.I. Ltd., Manchester.

This colourful and busy exhibition was an undoubted success as evidenced by the busy stands and constant traffic in the aisles. The daily charge for admission of $15.00 (£6.00) ensured that entrance to the show was restricted to visitors having a worthwhile interest in the exhibits and was an indication of the value put upon the exhibition by its organisers. The figure of total registrations this year was 4,150 and in 1972 the event will be held at Atlantic City from October 26-October 28.

Dominant British presentation at Nagoya Aerospace Show

From the British Consulate-General, Osaka

TWENTY-TWO members of the Society of British Aerospace Companies and the Procurement Executive, Ministry of Defence, took part in a joint venture exhibition with the Department of Trade and Industry at Japan's third international aerospace show held at Komaki, Nagoya from October 29-November 3. The show, opened by Prince Takamatsu, was the largest yet held in Asia and attracted 501,000 visitors.

Britain's aerospace industry exhibition was in an exclusive all-British pavilion; the Japanese industry was presented on 52 stands in another pavilion, and exhibitors from six other foreign countries including the United States, the USSR, France and West Germany, were grouped together in a third international pavilion on 16 stands, including a USIAS French exhibition, second to the British in size. Backing up the British venture were two aircraft, a Royal Air Force Hawker Siddeley Harrier (demonstrated for the first time in Japan) and a Shorts' Skyliner.

From the first (trade) day, when a Harrier demonstration provided a curtain-raiser to the opening ceremony, to the last afternoon when in a joint final demonstration the Skyliner performed two slow passes while the Harrier hovered in front of the central chalets, flights by the two British aircraft proved popular high-lights of the show. The SBAC/DTI industrial exhibition and the flying displays by these two aircraft together elicited recognition in nationwide daily newspapers as well as in specialist press and on television of the impact at the show of the British presentation of our aerospace industry.

Essential exercise

Participating companies in the British pavilion ranged from major airframe, aero-engine, avionics and systems manufacturers to smaller, specialist equipment companies, some of which were negotiating the Japanese market for the first time. Exhibitors generally interpreted participation as an essential exercise forming part of a long-term marketing programme, and more specifically an opportunity to demonstrate support to agents and through them to broaden the range of contacts.

Located at the heart of Japan's aircraft manufacturing industry, the show attracted many specialists from local manufacturers, as well as representatives from Tokyo of government agencies, manufacturers and airlines. Most exhibitors on the British stands agreed that they had met key contacts at the show and planned various follow-up discussions. Several had also made business contacts with high-level visitors from countries in south-east Asia. Those exhibitors who had come to Nagoya without representation in Japan had made significant progress in deciding on an agent or distributor.

Sophisticated projects

Many of the British manufacturers taking part are already involved in collaborative ventures with the Japanese industry, which is now undertaking a variety of sophisticated projects (prototypes of the XT-2 advanced trainer and the XC-1 transport were both demonstrated at the show). Representatives of both these firms and others rated Japan as one of their biggest potential markets for both hardware and advanced technology.

Monday, November 1, was designated British Day at the Show. Sir John Pilcher, Her Majesty's Ambassador at Tokyo, accompanied Mr. Frederick Corfield, Minister for Aerospace at the Department of Trade and Industry, and his party toured the British stands during the morning. Another visitor to the British pavilion was Mr. Y. Hayashida, Parliamentary Vice-Minister at Japan's Ministry of International Trade and Industry. A reception was held in the British pavilion in the afternoon for some 250 guests invited from all sectors of the Japanese industry.

The *Asahi* Newspaper, which sponsored the show with the co-operation of the Society of Japanese Aircraft Constructors and the Japan Aeronautic Association, plans another international show in two or three years' time.

DEAR EDITOR...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

There was a steady flow of visitors to the Torvac Ltd. display at the Detroit Metal Show which featured electron beam welders. (See report, page 389.)

MISSIONS and TOURS

Inspiration from York

BARBARA LAVINGTON, colour and furnishing consultant for Hunter and Smallpage, York, has been in Paris to install furniture and furnishings, all of which are supplied or made by the York firm, in two houses at Yvelines, Paris. Four craftsmen accompanied her to fit the curtain rails and carpets.

Her success story began when the European director of Ideal Buildings, Belge, saw her choice of décor and selection of furniture at a showhouse at Shadwell Park, Leeds, last November, and asked her to create the interior for the two houses in Paris.

Mrs. Lavington has opted for the traditional and classical style and says 'I have used traditional furniture with a modern feeling to give a classical style.' She has also chosen the china and lighting, and no detail has escaped her scrutiny. The next house she has been asked to complete in Paris this month will be of ultra-modern style.

Mr. Derrick Marsden, joint-managing director of Hunter and Smallpage, says Mrs. Lavington will probably go on to Brussels to look at some houses there which would be furnished to her design.

Visitors from United States

A PARTY of 19 contractors, architects and building financiers visited Conder (Southern) Ltd., steel construction specialists, in Winchester recently during their three-day visit to England. The visit formed part of a European study tour, taking in Denmark, Russia and France as well as this country, to look mainly at industrialised building techniques. The tour was sponsored by the US journal *Building Construction and Design* and organised by the journal's consultant editor, Mr. Anthony Vilar.

'Europe in Scotland'

TWO private executive jet aircraft carried Scotland's industrial investment mission to Germany on its promotional tour this week. Mr. George Younger, Joint Parliamentary Under Secretary of State for Scotland, and Lord Taylor of Gryfe head the nine-man party on visits to Bonn, Frankfurt, Munich, Hamburg and Dusseldorf during a five-day tour.

The visit marks the launch of the campaign to attract European investment into Scotland. Meetings will be held with leading German industrialists, bankers, and business and commercial organisations. Earlier contacts will be strengthened during the tour, which is designed to extend awareness of the many attractions Scotland has to European industrialists considering expansion.

Under the campaign title 'Europe in Scotland', the party left Edinburgh Airport last Sunday afternoon in two Hawker Siddeley 125 jet aircraft. On Monday they had a series of discussions with important groups of business and commercial contacts in Bonn and visited the British Embassy where the Ambassador gave a lunch. On Tuesday they visited Frankfurt to meet leading figures from industry, the banks and the chamber of commerce. Lord Taylor and Mr. Younger addressed the gatherings and a slide presentation of the Scottish industrial, social and recreational scene was shown.

It was hoped to use one of the private jets to fly a party of leading Germans to Scotland for a brief survey visit, and the other plane to take members of the party to Munich for further discussions and visits.

Drive in EFTA countries

MR. GEORGE HAMMOND, head of Pirelli's footwear division, flew to Scandinavia recently with Mr. John Temple, footwear export sales manager. Their fortnight's visit marked the first phase of the company's major export drive, with particular emphasis on EFTA countries. They took with them samples of a new range of indoor footwear designed and produced exclusively for the EFTA market following a survey in depth of specialised requirements.

Overseas aid to exporters

Over 200 official commercial posts in all the main centres of world trade are at the services of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*.

Carpet tastes in United States

DURING a 12-day visit he recently paid to the United States, Mr. David Thompson, design development controller for Brintons Ltd., the Kidderminster carpet firm, had the opportunity to gauge current American taste in house furnishings generally, with special reference to carpets.

Mr. Thompson noted that in the States, as in England, there is considerable divergence between the styles and types of merchandise required by the retail stores and the requirements of decorators and architects.

'It would be fair to say that by our standards. the American domestic market choice in carpets is ultra-conservative, being heavily accented towards plain colours. The only variation seems to be between types and heights of pile surface,' he reports.

'On the contrary, the designs acceptable at the upper end of the market, and particularly among the professional decorators, are flamboyant in the extreme.

'In carpets, as in other forms of furnishings such as wallpapers and furnishing textiles, boldness and vitality are the primary characteristics, both in design and colour. Such unlikely combinations as red, white and blue are common on American walls and floors.

'But while ideas proliferate, technical execution tends to lag, and there is an opportunity here for British manufacturers to score with the quality of their goods—provided they are prepared to style their products to American tastes.'

A team of engineers from Brookdeal Electronics Ltd., Bracknell, Berks, headed by sales manager Mr. John A. Roberts (left), undertook a four-week tour of Scandinavia as the first phase of a major campaign for their radical new research instrument—the Signal Source type 471. Together with their Scandinavian agents the Brookdeal team have been touring universities and other scientific establishments in Finland, Sweden, Norway and Denmark during October and the itinerary includes Helsinki, Turku, Tampere, Oulu, Stockholm, Uppsala, Linnkoping, Gothenburg and Lund.

Viability study

THE Government of the Western State of Nigeria has commissioned the Economist Intelligence Unit to carry out a detailed and comprehensive management consultancy project, to determine if statutory organisations and state-owned enterprises are fulfilling the objectives for their establishment and if the enterprises are individually viable. A thorough examination of existing organisations, objectives, policies, management structures, management methods and trading activities will be made.

In commissioning the EIU, the state government wished to have available the recommendations of an outside organisation which would not be subject to political and other influences.

A team comprising 10 management consultants of the EIU will spend the next few months in Western Nigeria undertaking local investigations for this assignment, to be completed early next year.

10,000-mile tour for mobile unit

LESS than two weeks after completing a 5,000-mile Eastern Europe tour to promote Cambridge Scientific instruments the Kent Group mobile demonstration unit left recently on a 10,000-mile tour of Germany, Switzerland, Italy, Spain, Portugal, France, Belgium and Holland to promote process control equipment and process control computers. This latest tour is to support the sales efforts of the recently reorganised Kent European companies and particularly the two new French and Spanish companies, Kent France SA and Kent Iberica SA.

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

TRADE INFORMATION

Franco-British Film Co-production Agreement

THE Film Co-production Agreement between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the French Republic, which came into force on November 6, 1965 and remained in force for a period of 18 months from that date, was amended and prolonged by subsequent Exchanges of Notes between the Contracting Parties.

Under the provisions of Article 9 the Agreement has been further amended by an Exchange of Notes dated June 25, 1971 and published as Cmnd 4776. The text of the amendments is as follows:

'(I) The text of sub-paragraphs (a), (b) and (c) of paragraph (ix) of the Annex shall be replaced by the following:

"(ix) (a) Over each period of three years, there shall be an approximate balance between:

(1) the contributions from each country to the total production costs of all films made under this Agreement;

(2) the contributions from each country in respect of the usage of studios and laboratories, and the employment of artists, technicians and other personnel in the making of films under this Agreement."

Paragraph (ix) (d) will become paragraph (ix) (b).

(II) The text of paragraph (xi), second paragraph, of the Annex to the Agreement shall be completed by the addition of the following sentence:

"Departures from this rule may be approved by the competent authorities of each country acting jointly." '

Copies of Cmnd 4776 may be obtained from HMSO or from booksellers (price 5p per copy).

The effects of the amendments are (1) to provide for greater flexibility in the achievement of equilibrium and to increase the length of the periods over which equilibrium is to be achieved, and (2) to give the competent authorities discretionary powers to approve departures from the rule that a co-production film shall not be distributed by or on behalf of the same organisation in both the United Kingdom and France.

All inquires relating to this notice should be addressed to PSDI (Films Branch), Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU (Tel: 01-834 2255, Ext. 390).

Notes

The Agreement (Cmnd 2898) was modified and prolonged by an Exchange of Notes dated May 3, 1967 (Cmnd 3349), further prolonged by an Exchange of Notes dated September 13, 1968 and October 3, 1968 respectively, and further modified and prolonged, with provision for its automatic continuance in force unless denounced by either Contracting Party, in an Exchange of Notes dated March 31, 1970 and April 7, 1970 respectively.

Films made in accordance with the Agreement are treated as British films for quota and levy purposes. Six co-production films have so far been approved under the Agreement.

The Film Production Association of Great Britain and the Federation of Film Unions were consulted in regard to the amendments to the Agreement.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

United Kingdom aid to developing countries

GHANA: Britain is making available to Ghana a loan of £2 million under an agreement signed in Accra. The loan will be used for the purchase of a wide range of British goods and services and for development projects to be agreed between the two governments. It will be interest-free with a maturity of 25 years including a 5 year grace period on capital repayments.

CRE (reference 26420) Ext. 3338

CEYLON: A loan agreement under which Britain will provide economic assistance to Ceylon to the value of £1 million has been signed in Colombo. A list of goods which may be purchased from Britain without prior approval by the Overseas Development Administration has been drawn up. The list includes fertilisers and chemicals, spare parts and components, certain raw materials, engineering stores, and electrical and telecommunication equipment. Goods not appearing on the list may, at the request of the Government of Ceylon and with the approval of the Overseas Development Administration, also be purchased under the loan.

The loan is interest-free and repayable over a period of 25 years including an initial seven year grace period.

CRE (reference CRE 21316/9) Ext. 2278

AUSTRIA AND KOREA: A Trade Agreement between the Federal Government of the Republic of Austria and the Government of the Republic of Korea, was signed in Vienna on September 1, 1971, and came into effect on October 31, 1971. It will continue in force unless either party gives three months notice of its intention to terminate the Agreement. Further details may be obtained on application.

EDB Ext. 460 and 461

HUNGARY AND YUGOSLAVIA: A protocol governing trade between Hungary and Yugoslavia during 1972 was signed in Budapest on October 22, 1971. It provides for an increased turnover in trade of 16 per cent as compared with 1971. Hungary's chief exports to Yugoslavia will be machines and iron foundry products, industrial and agricultural consumer goods, chemicals, drugs and oil industry products. Yugoslavia will export to Hungary timber, paper, chemicals, non-ferrous metal products, machines, building materials and consumer goods. No further information is available.

EDB Ext. 466/467/482

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THE EXPORT FREIGHT FORWARDERS

TARIFF & TRADE NOTICES

European Communities

BARRIERS TO TRADE: Directive No. 71/354/CEE defines the units of measurement to be employed for economic and legislative purposes within the communities with effect from dates stated therein. (*Journal Officiel* No. L243 dated October 29.)

France

GLOBAL QUOTA FOR THE IMPORT OF HORSES FOR SLAUGHTER: The French *Journal Officiel* of October 30 announced the opening of a quota for the import of horses for slaughter (Tariff No. 01-01 AII) originating in and imported from member countries of the ex OEEC, other than EEC countries, and from the United States and Canada, for the period November 1 to December 31, 1971 divided into monthly sections. Applications for import licences for the second month should be marked 'OCDE hors CEE' as country of origin and reach the Direction générale des douanes et droits indirects (division E), 8 rue de la Tour des Dames, Paris, 9e not later than December 10. They will be examined as and when received and will be valid until December 31, 1971. A statement of imports effected between January 1, 1970 and July 31, 1971, showing the country of origin, should be addressed to the Ministere de l'Agriculture (Direction de la production, des marchés et des échanges extérieurs, sous-direction des échanges extérieurs, bureau des autorisations commerciales), 3 rue Barbet de Jouy, Paris, 7e. Importers who have for previous quotas forwarded details of imports from January 1 to July 31, 1970, need only complete the information for the periods August 1 to September 30, 1970 and January 1 to July 31, 1971.

EDB Ext. 423, 408, 288

GLOBAL QUOTA FOR IMPORTS OF HORSEMEAT: The French *Journal Officiel* of October 24 announced the opening of a quota for the import of horsemeat, fresh or chilled but excluding frozen (Tariff no. 02.01 ex AI) originating in and imported from all countries other than member countries of the EEC for the period November 1 to December 31, 1971 divided into monthly sections. Applications for import licences for the second month stating the country of origin should reach the Direction generale des douanes et droits indirects (Division E), 8 rue de la Tour des Dames, Paris 9e, not later than December 10 and will be examined as and when received. Licences will be valid until December 31, 1971. A declaration of imports effected between May 23 to September 30, 1970, and January 1 to July 31, 1971, stating the country of origin should be addressed to the Ministère de l'Agriculture (Direction de la production, des marchés et des échanges exterieuxs, sous-direction des échanges exterieuxs, bureau des autorisations commerciales), 3 rue Barber de Jouy, Paris 7e. Importers who have for previous quotas, forwarded details of imports effected between May 23 and July 31, 1970, need only complete the information for the periods August 1 to September 30, 1970 and January 1 to July 31, 1971.

EDB Ext. 423, 408, 218

PARAFISCAL TAX ON FOOTWEAR: The French *Journal Officiel* of October 29 announced that a parafiscal tax at a rate of 0.3 per cent will be levied on sales of footwear for the period November 1, 1971 to December 31, 1973. The tax will be administered by the Comité de Developpement de l'Industrie de la Chaussure et des Articles Chaussants (CODIFAC).

EDB. Ext. 423, 408, 288

DUTY QUOTA FOR SEED POTATOES: The French *Journal Officiel* of October 27 announced that for the period up to and including June 30, 1972, the quota for seed potatoes (Tariff No. 07.01AIa) has been fixed at 20,000 metric tons of which:

15,000 metric tons for early potatoes

5,000 metric tons for floury potatoes (variétés féculières)

Conditions for admission under this quota are set out in an Order of August 12, 1958 for the import of potatoes and in an Order of December 17, 1969, stating the general conditions for importation under duty quotas.

EDB Ext. 423/408/288

Belgium and Luxembourg

IMPORT LICENSING: A Belgium Ministerial Decree of October 1, 1971 added the following goods to the list of products subject to import licensing. The Decree was published in the *Moniteur Belge* of October 27, and took effect as from that day. Imports of the same goods into Luxembourg will also be subject to import licensing.

Tariff No.	Description
19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches
Ex 29.04	Mannitol
Ex 38.12	Prepared glazings and prepared dressings, with a basis of amylaceous substances
Ex 21.01	(Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof)—All products under this heading which are not already subject to import licensing

EDB Ext. 288, 408, 7175 or 423

Spain

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of October 30 announced the suspension of import Customs duty until January 31, 1972 on the following goods:

Tariff heading	Description
03.01.A	Tunny and other tunas, frozen
03.02.A	Cod fish
04.01	Milk and cream, fresh, not concentrated or sweetened
09.01.A	Coffee, not roasted
12.01.B.3	Soya beans
Ex 12.03	Seeds, fruits and spores of a kind used for sowing:
12.03.B.2	Sainfoin, bent grass, canary grass, orchard grass and fescue seeds
12.03.B.3	Aubergine, onion, bean, melon and water-melon seeds
12.03.B.4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
12.03.B.5	Sugar-beet seed
18.01.A	Cocoa beans, whole or broken, raw
23.01.A	Flours and meals of meat and offals; greaves
23.01.B	Flours and meals of fish
29.23.D.1	Glutamic and acid and its salts
Ex 38.11.B.2	Selective weedkillers, except those derived from 2-4 Dichlorophenoxyacetic acid and chlorate
87.01.B.1	Track-laying tractors up to 6,000 cc.

EDB Ext. 462, 471/2/3

(*continued on next page*)

ECGD ADDRESSES

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN
continued

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of October 30, announced the suspension of import Customs duty on type 18/8 stainless and refractory steel hoops and strips until January 31, 1972 as follows:

Tariff heading	Description
73.15.E.7.b.1.a	Hoops and strips 2 mm. or more in thickness, hot worked
73.15.E.7.1.b	Hoops and strips less than 2 mm. in thickness, hot worked
73.15.E.8.b.1.a	Tin plates and foils, cold worked, 2 mm. or more in thickness
73.15.E.8.b.1.b	Tin plates and foils cold worked, less than 2 mm. in thickness

EDB Ext. 462, 471/2/3

ANTI-DUMPING DUTIES EXTENSION—POLYETHYLENE: Notice was given in *Trade and Industry* dated August 19 (page 363) of anti-dumping duties on imports of high and low density polyethylene (Tariff Heading 39.02.A.1). The Spanish *State Gazette* of November 1 announced the extension of these duties for the period of three months from October 29.

EDB Ext. 462, 471/2/3

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of October 30 announced the suspension of import Customs duty until January 30, 1972 on synthetic alcohol, Tariff Heading 22.08.A, ethyl alcohol of a strength of more than 96° proof.

IMPORT DUTY SUSPENSIONS ON PETROCHEMICAL PRODUCTS: Notice was given in *Trade and Industry* dated July 29 (page 194) of temporary amendments to the Spanish customs tariff on petrochemical products, valid until September 30, 1971. The Spanish *State Gazette* of November 1 announced that the period of validity has been extended to December 31, 1971.

CAPITAL GOODS MODIFICATION—LOG SPLITTING MACHINES: The Spanish *State Gazette* of November 1 announced the following modification to the description of log splitting machines included in the Appendix List to the Spanish Customs Tariff of reduced duties.

Tariff heading	Description
84.31.A	Disc log splitting machines with more than ten blades and diameter over 1,750 mm.

EDB Ext. 462, 471/2/3

DEAR EDITOR...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*. Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Denmark

IMPORT SURCHARGE: The following addition and amendments to the list of items exempted from the Danish Import Surcharge published on page 218 of *Trade and Industry* of October 28, 1971 have been announced,

Tariff numbers	Description of products
Addition	
B.N. 56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale
Amendments	
B.N. 15.07 to read ex 15.07	Crude vegetable fats and crude fatty oils
B.N. 49.11 to read 49.11A	Advertising matter, catalogues, instructions, forms, and the like, printed entirely in a foreign language; tourist propaganda; printed pictures and photographs imported for duplication
B.N. 69.02 to read 69.02A	Articles of magnesite, dolomite, silica chromium magnesite and magnesite chromium; refractory bricks weighing 30 kg. or more each

EDB Ext. 458/459/460

Malta

IMPORTATION, SALE AND USE OF PESTICIDES REGULATIONS OF 1966: Legal Notice 81 of 1971 published in the Malta *Government Gazette* of October 19, 1971 sets the commencement date as January 1, 1972 on which the above regulations shall come into force. **EDB Ext. 471/2/3, 462**

DECIMALISATION: The Malta *Government Gazette* of October 29, announced that the Minister of Finance and Customs has appointed May 16, 1972 to be the date on which decimalisation of the Maltese currency shall take effect. The Malta pound will be divided into 100 cents, each cent being divided into ten mils.

CRE Ext. 3476

Jordan

IMPORT REGULATIONS: Regulation No. 81 of 1971, published on September 16, by and large consolidates previous regulations relating to imports into Jordan. It does make some minor amendments (mainly concerning local administration procedures) to the previous regulations but the only major change concerns those imports to Jordan routed via ports other than Aqaba which attracted a fine of 30 per cent of the value of the consignment. This is reduced to 20 per cent. **EDB Ext. 420 and 475**

People's Democratic Republic of Yemen

IMPORT REGULATIONS: The right to import the following items into the People's Democratic Republic of Yemen has been restricted to the National Company for Home Trade: 1. Pharmaceuticals & medical preparations, 2. soap & detergents of all kinds; 3. dry cell batteries; 4. dried milk; 5. evaporated & condensed milk; 6. butter; 7. cheese (except Yemen Arab Republic cheeses); 8. tomato paste; 9. cement; 10. timber; 11. steel used in building construction; 12. motor tyres; 13. ploughs; 14. tractors; 15. pumps. Further details will be published as soon as they become available.

EDB Ext. 420/475

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Oman

REGULATION OF PRICES: The Department of Commerce has decided that the following commodities must be sold in Oman at the prices specified against each:

Commodity	Wholesale	Retail
	Rial Saidi	Rial Saidi
Basmati rice	11.300 per bag of 22½ maunds	0.525 per maund
Zera rice	4.200 per bag of 17 maunds	0.275 per maund
Ceyami rice	3.250 per bag of 17 maunds	0.210 per maund
Jerda rice	3.200 per bag of 17 maunds	0.200 per maund
Granulated sugar	3.500 per bag of 12½ maunds	0.315 per maund
Flour No. 2	4.250 per bag of 17 maunds	0.265 per maund
Ceylon coffee	25.000 per bag of 15 maunds	1.685 per maund
Black Ceylon coffee	22.000 per bag of 15/20 maunds	1.225 per maund
Zanzibarian coffee	15.000 per bag of 15 maunds	1.050 per maund
Barbara coffee	15.000 per bag of 15 maunds	1.050 per maund
Mountain milk	3.250 per carton of 48 tins	0.075 per tin
Coronation milk	3.200 per carton of 96 tins	0.035 per tin
Rino milk	3.500 per carton of 96 tins	0.045 per tin
Nido milk	7.200 per 6 tins of 5 lb. each	1.235 per tin
Nido milk	7.200 per 12 tins of 2½ lb. each	0.620 per tin
Holland ghee	5.500 per 48 tins of 1 lb. each	0.125 per tin
Holland ghee	4.750 per 24 tins of 2 lb. each	0.215 per tin
Holland ghee	3.500 per 8 tins of 5 lb. each	0.460 per tin
Holland ghee	3.500 per 4 tins of 10 lb. each	0.925 per tin
Holland ghee	3.350 per tin of 40 lb.	3.525 per tin
Australian ghee	11.250 per 48 tins of 1 lb. each	0.240 per tin
Australian ghee	11.150 per 9 tins of 5 lb. each	1.265 per tin

(1 Rial Saidi = £1 sterling and 1 maund = 9 lb.)

The Department of Commerce adds that these 'prices are subject to fluctuation and alteration.' No further information is available.

EDB Ext. 420/475

Tanzania

MOTOR VEHICLES IMPORT REGULATION: Telegraphic information has been received that the Tanzanian Government announced on November 8, the banning, with immediate effect, of the importation of saloon and stationwagon cars, whether new or secondhand, intended for private use.

The importation of all other motor vehicles will, as from the same time, be subject to licensing. Details of the regulations for licensing will be announced later. In the meantime no car less than 36 months old from the date of the first registration will be licenced and no car transfer will be accepted until the new regulations are released.

EDB Ext. 462/471/2/3

Zambia

CUSTOMS TARIFF AMENDMENTS: The Customs and Excise (Amendment) (No. 2) Act, 1971, published in Bill form in the *Zambia Gazette* of October 29, amends, with effect from October 30, certain headings of the customs tariff, and provides for the alterations of customs duties payable on certain items, which are covered by (*c*) below. Basically these changes bring the Zambian customs tariff more fully into line with the Brussels Tariff Nomenclature (B.T.N.). The amendments are too extensive to be reproduced here, but the classification of the items and the extent of the changes are shown below:

(*a*) By amendment to the wording and phrases used (in some cases to the notes of the Chapter headings only) in the follow-B.T.N. Chapters: 11, 12, 16, 19, 22, 27, 31, 32, 33, 34, 35, 37, 38, 40, 42, Section XI, 44, 51, 54, 55, 56, 57, 59, 60, 61, 68, 70, Section XV, 73, 74, 76, 82, 83, 84, 85, Section XVII, 86, 87, 88, 89, 90, 91, 93, 94, 95;

(*b*) by the deletion of all the material in Chapters 28, 29 and 39, and the substitution therefor of new Chapters;

(*c*) by the amendment of the following items to the extent shown:

Heading No. (1)	Description of goods (2)	Rate of duty (3)	Statistical unit of quantity (4)
21.07.62	By the insertion after item 21.07.62 of the following item:		
	21.07.63 Confectionery	50%	kg.
27.05.00	By the deletion of items 27.05.00 to 27.05.00 (bis) inclusive, and the substitution therefor of the following items:		
	27.05.00 Retort carbon; coal gas, water gas, producer gas and similar gases:		
	27.05.10 Retort carbon	Free	Tonne
	27.05.20 Coal gas, water gas, and producer gas	30%	kg.
	27.05.90 Other	30%	kg.
66.02.00	By the deletion of the item and the substitution therefor of the following items:		
	66.02.00 Walking-sticks (including climbing-sticks and seat-sticks), canes, whips, riding-crops and the like		
	66.02.10 Specially designed for use by cripples	Free	No.
	66.02.90 Other	30%	No.
68.10.10	By the deletion of the items 68.10.10 to 68.10.90 inclusive, and the substitution therefor of the following items:		
	68.10.10 Building boards and tiles	15%	kg.
	68.10.90 Other	30%	kg.
70.08.00	By the deletion of items 70.08.00 to 70.08.90 inclusive, and the substitution therefor of the following item:		
	70.08.00 Safety glass consisting of toughened or laminated glass, shaped or not	15%	sq. metre
71.12.90	By the deletion of the item and the substitution therefor of the following item:		
	71.12.90 Other	75%	—
76.16.70	By the insertion after item 76.16.70 of the following item:		
	76.16.80 Hangers, stays and similar supports for piping and tubing; wire rope fittings	Free	kg.
79.06.50	By the insertion after item 79.06.50 of the following item:		
	79.06.60 Hangers, stays and similar supports for piping and tubing; wire rope fittings	Free	kg.
83.07.20	By the deletion of the item and the substitution therefor of the following item:		
	83.07.20 Locomotive and railway rolling-stock lanterns, ships' lanterns and cycle lamps; headlamps for aircraft or trains	Free	No.
83.13.10	By the deletion of the item and the substitution therefor of the following item:		
	83.13.10 Crown corks	K0.04 per 100	per 100
84.10.20	By the deletion of the item and the substitution therefor of the following items:		
	Pumps for internal combustion engines:		
	84.10.21 For aircraft engines	Free	kg.
	84.10.22 For stationary engines	Free	kg.
	84.10.29 Other	10%	kg.
84.15.90	By the deletion of the item and the substitution therefor of the following item:		
	84.15.90 Other	30%	kg.
84.18.91	By the deletion of items 84.18.91 and 84.18.99 and the substitution therefor of the following items:		
	Filters for internal combustion engines:		
	84.18.21 For aircraft engines	Free	kg.
	84.18.22 For stationary engines	Free	kg.
	84.18.29 Other	10%	kg.
	84.18.99 Other	Free	kg.

Inquiries about this notice should, if possible, specify the commodities and their B.T.N. numbers.

EDB Ext. 462, 471/2/3

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Republic of South Africa

CUSTOMS TARIFF CHANGES: The following changes were notified in South African *Government Gazette* No. 3296 of October 22, 1971. Increases in rates of customs duty:
1. The duty on ethylene polymers and copolymers of a relative density exceeding 0.940, liquid or pasty or in blocks, lumps, powders, and similar bulk forms, is increased. (Tariff heading 39.02). 2. Specific provision is made for propylene polymers and copolymers and the duty thereon, when in the form of liquid or pasty or in blocks, lumps, powders and similar bulk forms, is increased. (Tariff heading 39.02).
Rebates of duty:
1. The provision for a rebate of duty on propylene polymer and copolymer moulding powders for use in the moulded plastic goods industry, is withdrawn. (Tariff heading 39.02) 2. The provision for a rebate of duty on propylene polymers and copolymers, in blocks, lumps, powders and similar bulk forms and ethylene polymers and copolymers of a relative density exceeding 0.940, for the manufacture of insulated electric cable and wire, is withdrawn. (Tariff heading 39.02). 3. Provision is made for a rebate of the full duty on ethylene polymers and copolymers of a relative density exceeding 0.940 and propylene polymers and copolymers, liquid or pasty or in blocks, lumps, powders and similar bulk forms, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

EDB Ext. 471/2/3 or 462

CUSTOMS TARIFF CHANGES: The following changes were notified in South African *Government Gazette* No. 3296 of October 22, 1971. The customs duty on certain single-phase electric motors is increased from 5 per cent (General) and free (Preferential) to 30 per cent (General) and 25 per cent (Preferential). (Tariff heading 85.01).

EDB Ext. 471/2/3 or 462

CONVERSION TO METRIC: The South African *Government Gazette* of October 1, gives notice of the prohibition from January 1, 1973 of the use in trade or possession for use in trade of avoir-dupois weight, or non-metric measure of length or of capacity, unless specifically authorised.

EDB Ext. 471/2/3

Kenya

WEIGHTS AND MEASURES: Legal Notice No. 235 published in the *Kenya Gazette* Supplement No. 86 of October 29, gives effect to the Weights and Measures (Sale and Labelling of Goods) Rules, 1971, referred to in *Trade and Industry* of October 7, 1971, page 43.

EDB Ext. 462, 471/2/3

Angola

FERMENTED DRINKS: New regulations governing the manufacture and sale of fermented drinks and their derivatives, excluding wine and beer, have been published in the *Boletim Oficial de Angola.* An unofficial translation of the regulations is available from Tariff Section.

EDB Ext. 460/461

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Nigeria

METRICATION: Press Releases Nos. 892 and 1048 issued by the Nigerian Federal Ministry of Information on September 24 and October 29 respectively concerned the change over to the metric system. All new equipment imported into Nigeria should now be calibrated metric units. All firms have been asked and manufacturers are expected to mark or label the guaranteed nett contents of all prepackaged merchandise in metric units; such labels should reflect only the metric units or also indicate in brackets the current imperial unit values. All packages, bottles and containers of all the materials marketed in the country should show metric figures either in length, weight or volume. Retail petrol pumps should be converted and changed in volume measurement from imperial gallons to metric litres to synchronise with the current conversion from pounds, shillings and pence to the new decimalised Naira. Below is a list of some metric units which will replace the imperial units:

Quantity	Imperial unit	Metric unit
Length	inch (in.)	millimetre (mm.) or centimetre (cm.)
	foot (ft.)	centimetre or metre (m.)
	yard (yd.)	metre (m.)
	mile	kilometre (km.)
Mass	ounce (oz.)	gram (g.)
	pound (lb.)	gram (g.) or kilogram (kg.)
	ton	tonne (t.)
Area	square inch (in^2)	square centimetre (cm^2) or
	square foot (ft^2)	square centimetre (cm^2)
		square metre (m^2)
	square yard (yd^2)	square metre (m^2)
	acre (ac.)	hectare (ha.)
Volume	cubic inch (in^3)	cubic centimetre (cm^3)
	cubic foot (ft^3)	cubic decimetre (dm^3) or cubic metre (m^3)
	cubic yard (yd^3)	cubic metre (m^3)
	bushel (bus.)	cubic metre (m^3)
Volume (fluids)	fluid ounce (fl. oz.)	millilitre (ml.)
	pint (pt.)	millilitre (ml.) or litre (l.)
	gallon (gal.)	litre (l.) or cubic metre (m^3)
Force	pound-force (lbf.)	newton (n.)
Pressure	pound per square inch (psi.)	kilopascal (kpa.)
Velocity	mile per hour (mph.)	kilometre per hour (km/h.)
Temperature	Fahrenheit temp. (°F)	centigrade temp. (°C)
Density	pound per cubic inch (lb/in^3)	gram per cubic centimetre (g/cm^3)
	ton per cubic yard	= tonne per cubic metre tonne per cubic metre
Energy	British thermal unit (Btu.)	kilojoule (kJ).
	therm	megajoule (MJ.)
Power	horsepower (hp.)	kilowatt (KW.)

CRE Ext. 3338/3064

The Malagasy Republic

GLOBAL QUOTAS: The figures for the global quotas for the second half of 1971 are now available.

EDB Ext. 471/2/3 462

Senegal

ABOLITION OF TURNOVER TAX: It has been announced that the turnover tax on books imported into Senegal has been abolished.

EDB Ext. 471/2/3 462

Thailand

INVESTMENT: The Thai Board of Investments has promulgated revised definitions of 'New projects' and 'Expansion' for companies seeking promotional privileges for their products. New projects are entitled to 5 years exemption from taxation while expansion carries no privileges. Details of the conditions which must apply if a project is to be considered a new project can be obtained from the contact point given below.

CRE Ext. 2252

South Vietnam

IMPORT DEPOSITS: Details of commodities authorised for import into Vietnam during the final quarter of 1971 showing the rate of import deposit applicable to each commodity are now available at the Department of Trade and Industry.

EDB Ext. 420 and 475

Burma

BARTER DEALS: The Department of Trade and Industry has been informed through the Burmese Agricultural and Rural Development Corporation that opportunities exist for counter purchase deals with Burmese agencies. British firms wishing to participate in such transactions should write to the Central Trade organisation enclosing full descriptive literature of their products. The full address is as follows:

Lt.-Col. Win Pe, General Manager, Central Trade, 228/240 Strand Road, Rangoon.

CRE (reference 34433) Ext. 2252

Singapore

CUSTOMS DUTIES: The Singapore Import & Export Control Notice No. 9/71 states that the Singapore Customs Duties Order, 1969 is amended as follows:

(i) by inserting the tariff headings:

Code	Description	Quantity	Customs duty Full	Pref.	Excise
'Group 081—Feeding stuffs for animals, excluding unmilled cereals					
081 309-1	Soya bean meal or cake	Ton	15% or $50 per ton	15% or $50 per ton	Nil
081 309-9	Oil cake excluding copra cake, coconut cake, coconut meal, coconut refuse, soya bean meal and soya bean cake and other residues, except dregs, resulting from the extraction of other vegetable oils	Ton	Nil	Nil	Nil'

(ii) by deleting tariff heading 655 430 and substituting the following:

Code	Description	Quantity	Customs duty Full	Pref.	Excise
'655 430-1	Canvas impregnated or coated with artificial plastic materials	Sq. yd.	Nil	Nil	Nil
655 430-9	Other textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	Sq. yd.	35% or $1 per sq. yd.	35% or $1 per sq. yd.	Nil'

(iii) by deleting the expression 10 per cent appearing under Full rate of Customs Duty and Preferential rate of Customs Duty against heading numbers 666 400 & 666 603 and substituting NIL.

EDB Ext. 401/468/469

IMPORT QUOTAS: The Singapore Import & Export Notice No. 9/71 states that the import quotas on the following goods will be continued at the present level:

Goods	Quota levels	Quota period	Quantities for which licences will be issued
Carbon paper	100% of 1967 imports	1.10.71 to 31.3.72	6/12 of the annual quota
Essence of chicken	100% of 1967 imports	1.10.71 to 31.3.72	6/12 of the annual quota
Fluorescent tubes	150% of 1967 imports	1.10.71 to 31.12.71	3/12 of the annual quota

EDB Ext. 401/468/469

METRIC WEIGHTS AND MEASURES: Singapore Import & Export Notice No. 9/71 states that with effect from January 1, 1972, metric units of weights and measures should be used on all declarations, licences and manifests and other trade documents submitted to the Singapore Imports & Exports Office. The units of weight measurement will be shown in 'The Singapore Trade Classification and Customs Duties 1972' which will become available shortly.

EDB Ext. 401/468/469

Malaysia

INDUSTRIAL DEVELOPMENT: The Federal Industrial Development Authority (FIDA) have published Industrial Trends Survey No. 7 covering the position of manufacturing establishments during February-May 1971 and their expectations from June-September 1971. The survey indicates that expectation on future investment plans in the manufacturing sector is encouraging, despite the depressed market atmosphere. Further details can be obtained from CRE quoting reference CRE 26593.

CRE Ext. 2143

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Australia

RESULT OF TARIFF BOARD INQUIRY ON TRACK AND PARTS FOR TRACTORS: Changes have been made in the Australian Customs Tariff effecting the rates of duty payable on track and parts for tractors (Tariff item 87.06). Particulars of the above changes will be published in *Trade and Industry* as soon as possible. In the meantime brief details may be obtained from Export Data Branch.

EDB Ext. 401, 468, 469

TARIFF BOARD (DUMPING) INQUIRY ON POLYSTYRENE: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(*a*) whether polystyrene in granular and similar forms tariff item 39.02.130 has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(*b*) whether, if the answer to (*a*) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on the goods concerned which are exported to Australia on and after November 10, 1971. This matter has been reported by the British High Commission at Canberra which has

(continued on next page)

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AUSTRALIA
continued

been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than December 7, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE. 2757/71.

CRE Ext. 2318/2319

New Zealand

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Order No. 11 1971 which came into force on October 15, 1971 amending certain items in the New Zealand Customs Tariff. The Chapter concerned is 74:14.

EDB Ext. 401/468/469

Honduras

INCREASED IMPORT DUTIES: Acuerdo No. 162 of September 22, 1971, effective October 12, imposed substantial increases in import duties on goods of Japanese origin entering Honduras. Details of the goods affected and of the new rates of import duty payable on those goods are available.

EDB Ext. 474/476/7312

Argentina

BAN ON IMPORTS AND INCREASE IN IMPORT DUTIES: Following the temporary ban on imports until October 31, 1971, Law No. 19326 has suspended all imports for the public sector unless prior authorisation is obtained from the Ministry of Commerce. Exempted from these regulations are goods afloat in Argentinian ports or goods covered by irrevocable letters of credit as at September 21, 1971, in all cases. Law No. 19327, also recently introduced, lifts the ban on imports to the private sector but imposes an additional 15 per cent on all import duties. Goods exempted include personal baggage, sailors' private cargo, consignments to private persons for non-commercial purpose, commercial samples and diplomatic imports. The ban on imports of 'luxury' goods will continue.

EDB Ext. 474, 476, 7312

Peru

PROHIBITIONS: Directoral Resolution No. 1840-IC/DGI of October 21, 1971 adds some more products to the National Register of Manufactured Goods. The following tariff numbers are partly affected: 30.03 33.06. The items mentioned in this Resolution are now prohibited imports.

EDB Ext. 474/476/7312

Paraguay

ESTABLISHMENT OF FREE ZONE: Law 273 of October 20 authorises the establishment of an international Free Zone at Puerto Presidente Stroessner and its operation by a locally established business firm, Business Company SRL, as sole concessionaire for 15 years. The Free Zone will have a total area of nearly 25 acres and wharf in the River Parana all of which will be enclosed by a security fence. The Concessionaire may construct warehouses and any other buildings needed for its operations but no living quarters may be built. The Concessionaire must, however, build a tourist centre, a public health centre and a school which must be completed and transferred free of cost to the Government within 18 months of the date of signature of the contract. The Free Zone will only be authorised to operate once this is done.

Any type of merchandise, machinery or equipment may be brought into the Free Zone by the Concessionaire other than imports legally prohibited in Paraguay. Goods passing from Paraguay into the Free Zone, whether of Paraguayan origin or previously imported into Paraguay, and similarly those passing from the Free Zone into Paraguay will be subject to normal Customs

procedures and duties. The Concessionaire may arrange, on their sole legal and administrative responsibility, for third parties to operate within the Free Zone. Copies of the law in Spanish and an English summary are available upon request.

EDB Ext. 474, 476 or 7312

United States

JACKING SYSTEMS: *Trade and Industry* of November 18, 1970 gave notice of a proposed United States safety standard relating to jacking systems for motor vehicles. It has now been decided that the proposal should be suspended as sufficient justification for the standard has not been shown (F.R. 28.10.71).

CRE Ext. 2397

SPECIAL LABELLING: The Commissioner of Food and Drugs has concluded that paints and other surface coating materials, containing more than a certain percentage of heavy metals, are hazardous substances requiring special labelling warning against their use on certain interior and exterior residential surfaces and on toys and other children's articles. He, therefore, proposes to extend the provisions of the United States Federal Hazardous Substances Act. Comments should be submitted (preferably in quintuplicate) by January 1, 1972 to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md. 20852. (F.R. 2.11.71).

CRE Ext. 2397

PROPOSAL TO CLASSIFY PAINTS: The Commissioner of Food and Drugs has received a petition proposing that the hazardous substances regulations be amended so as to classify as banned hazardous substances paint for household use containing more than minute traces of lead. Comments should be submitted by January 1, 1972 (preferably in quintuplicate) to the Hearing Clerk, Department of Health, Education, and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md. 20852 (F.R. 2.11.71).

CRE Ext. 2397

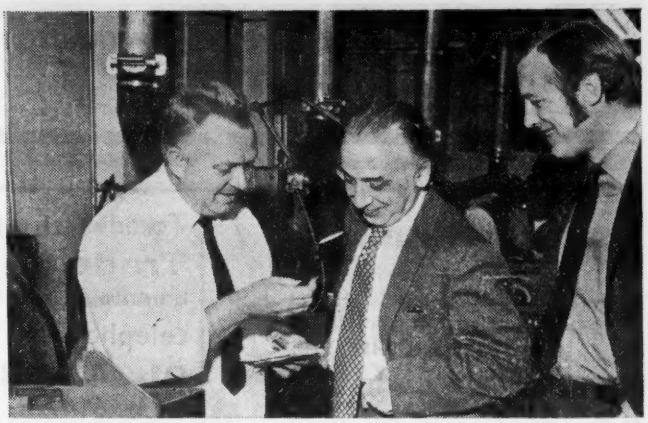
VEHICLE MANUFACTURER IDENTIFICATION: A new Part (566) has been added to Title 49, Code of Federal Regulations, requiring manufacturers of motor vehicles and motor vehicle equipment to which motor vehicle safety standard applies, to submit identifying information and a description of the items they produce; tyre manufacturers are exempted. The new regulation becomes effective on February 1, 1972. (F.R. 2.11.71).

EDB Ext. 455, 456, or 457

VEHICLE MANUFACTURER IDENTIFICATION PROPOSAL: The above regulation covers intermediate and final-stage manufacturers but not incomplete vehicle manufacturers, and the National Highway Traffic Safety Administration therefore propose to provide coverage by amending Part 566 referred to above. The proposed effective date is February 1, 1972. Comments should be submitted (10 copies) to Docket Section, National Highway Traffic Safety Administration, Room 5221, 400 Seventh Street SW, Washington DC, 20590. Reference should be made to Docket No 71-11. (F.R. 2.11.71).

CRE Ext. 2397

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.



An exclusive US agency agreement was signed recently between Gresham Recording Heads Ltd. of Weybridge, Surrey, and the Inter-Technical Group Incorporated of Irvington-on-Hudson, New York. Dr. W. F. Auerbacher, the Inter-Technical Group's President, flew into London for the ceremony. Picture shows (left to right) Mr. E. S. Clarke, GRH production manager, Dr. Auerbacher and Mr. A. J. de Q. Colley, GRH managing director, at Weybridge. GRH export about 75 per cent of their production of sophisticated digital recording heads and hope that the US market will eventually account for 35 per cent of total turnover.

DOCK STRIKES AS AT NOVEMBER 9. EAST COAST: The Federal Court has issued an injunction ordering Longshoremen in Baltimore to resume work. The Baltimore Port Employers filed an unfair labour practice charge with the National Labour Relations Board which petitioned the Federal Court for an Order to restrain the Union from striking on the grounds that the stoppage in Baltimore constituted an illegal 'Secondary Boycott' (ie strike in support of striking Dockworkers at some other Port). Other Ports where similar 'Secondary Boycott' complaints are being considered include Wilmington NC, Charleston SC, Jacksonville and Tampa.

GULF PORTS: The situation has been complicated by action taken in support of ILA by the International Organisation of Masters, Mates and Pilots who have ordered the Captains and Mates of US ships to refuse to sign articles for foreign voyages. The response however has been patchy and all Texan ports have so far remained partially, if not fully operational. It has been confirmed that Longshoremen in New Orleans have now obeyed a Federal Court Order to resume work without a formal contract. An appeal against this judgement is to be heard on November 15. ILA Members in Mobile and Savannah have also obeyed Federal Court Orders to resume normal working.

WEST COAST: The Federal Court has issued an interim Order ordering Employers and ILWU to resume normal working and commence serious bargaining. The Court considers both sides guilty of contempt of Court for not properly complying with cooling-off provisions of Taft-Hartley. This latest Order has had the effect of slightly speeding up the clearance of the backlog of waiting cargoes.

CRE5/USA, Ext. 2647

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The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

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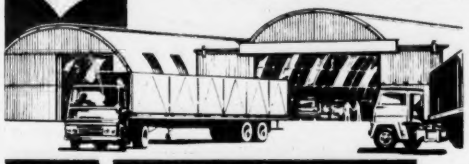

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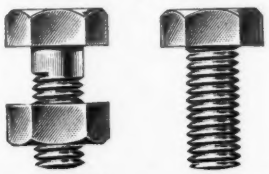

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